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ABSTRACT

This publication presents data on the salaries of higher education institution employees throughout the United States. Although the survey, a part of the second higher education General Information Survey (HEGIS), was concerned with all employees of institutions, particular emphasis was placed on the salaries and other characteristics of administrators and faculty. The salary data are presented in tables by control of the institution, region, academic rank of the faculty member, and length of contract of the faculty member. (HS)

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Higher Education Salaries

1967-68

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HIGHER EDUCATION SALARIES

1967-68

by
Richard M. Beazley
Higher Education Surveys Branch

U.S. DEPARTMENT OF HEALTH, EDUCATION, AND WELFARE
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FOREWORD

This publication presents data on the salaries of academic staff acquired in the survey of Employees in Institutions of Higher Education--a part of the second Higher Education General Information Survey (HEGIS), conducted in the 1967-68 academic year.

Although the survey was concerned with all the employees of institutions, particular emphasis was placed on the salaries and other characteristics of administrators and faculty. A companion publication, Numbers and Characteristics of Employees in Institutions of Higher Education, Fall 1967 (OE-50057-67), reports data on the primary functions of professional and nonprofessional employees and on the academic backgrounds and assignments of the professional staff.

The Office of Education is grateful for the cooperation of officials in the colleges and universities who supplied the basic data for this report.

Theodore H. Drews, Chief
Higher Education Surveys Branch

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INTRODUCTION

Questionnaires for the survey of Employees in Institutions of Higher Education were mailed to the 2,382 institutions in the higher education universe. [1/] The two parts of the questionnaire that pertain to the survey of salaries are reproduced in appendix B. The response rate for each of the two parts was slightly above 80 percent; however, it should be noted that some institutions responded to one part of the survey but not to the other. Counts of responding institutions and response rates are reported for each part of the survey in the appropriate sections of this report.

Salary data are tabulated in this report in terms of various institutional characteristics, such as: legal control, level of institution, enrollment size, and geographical location. Each of these characteristics is described in appendix A.

Detailed data from the 1967-68 survey are shown in the basic tables in appendix B. These tables include persons who received salaries as well as those who contributed their services. Mean salaries, however, are reported on the basis of salaried individuals only. Mean salaries are omitted from all tables in categories where fewer than five institutions reported their salaries. This practice is followed to insure that the salary information provided by individual institutions will remain confidential. The mean salaries shown for the instruction and research staff are weighted means rather than simple averages of the mean salaries reported by each of the institutions.

Text tables II, V, and VI show comparisons of mean salaries reported in 1966-67 and in 1967-68. The indicated changes in salaries should be regarded as approximations because the institutions that comprised the various categories by which the data were aggregated in each of those years may differ. Reasons for differences within categories are as follows: (1) some institutions responded in one year but not in the other; (2) some institutions were added to or deleted from the survey universe in the second year; and (3) changes which took place within some of the institutions made it necessary to move these institutions from one descriptive category to another.

Salary data are reported to the nearest whole dollar for tabulating convenience. It should not be inferred, however, that the dollar figures are accurate to the units digit.

SALARIES OF ADMINISTRATORS

Table I.

Responses to the survey of administrators' salaries were received from 1,949, or 82 percent, of the 2,367 institutions surveyed. [1/] The response rate for universities was 87 percent as compared with 82 percent for "other 4-year" institutions and for 2-year institutions. Response rates were generally higher for publicly controlled than for privately controlled institutions.

1/ U.S. Office of Education. Education Directory, Higher Education, Part 3, 1967-68, OE 50000-68. Washington, D.C.: U.S. Government Printing Office, 1968. The 2,382 institutions in the universe were surveyed, but 15 institutions (7 U.S. service schools and 8 institutions in outlying areas of the United States) are not included. Therefore, the response tables in each section of this report are based upon a universe of 2,367 institutions.

Table II.

This table compares mean salaries of administrators in 1967-68 with mean salaries in 1966-67. The data are arranged in descending order of the number of salaries reported for each position in 1967-68, as an aid to the reader in evaluating the differences in mean salaries for the two separate years. Since the number of persons holding each position varied between surveys, a marked change in the numbers of persons reported with "high" or "low" salaries may have affected the mean salary for a position. This phenomenon would be most apparent when small numbers of persons were reported for a particular position; in such cases the differences between means may be less reliable.

Table II shows that, for all institutions, administrators' salaries generally increased by 5 to 9 percent between 1966-67 and 1967-68. The small increase in the mean salary of directors of institutional studies, as well as the large increase of 25 percent for directors of summer sessions, probably reflects the unreliability of a mean based on a small number of cases. Although the means for budget officers are based on a substantial number of cases, the number of 2-year institutions reporting salaries for this position in 1967-68 was twice the number reporting in 1966-67. The increase in the number of 2-year institutions reporting in 1967-68 had the effect of lowering the mean salary, because salaries in 2-year institutions tend to be lower than those paid in universities and "other 4-year" institutions. The relationship between salaries and institutional levels is further illustrated in the discussion of table III.

Salary increases in both publicly and privately controlled institutions typically ranged between 4 and 9 percent. With only a few exceptions, salaries for individual positions increased at about the same rate in public and private institutions. The separate means for public and for private institutions are likely to be less reliable than those for "all institutions" combined, because of the smaller numbers of persons involved when the data are separated by institutional control.

Table III.

Mean salaries for the 16 most frequently reported administrative positions are presented in table III to show the relationship between salaries and various institutional characteristics.

On the average, the highest salaries were paid by universities and the lowest salaries were paid by 2-year institutions, in both public and private institutions.

An examination of salaries for each position within each institutional level and control shows, almost without exception, that salaries increased with size of institution.

For the majority of administrative positions, at each of the three institutional levels shown in the table, mean salaries in publicly controlled institutions exceeded those in privately controlled institutions. But analysis of the data classified by size of institution, within each institutional level, yields insights into some of the differences between public and private institutions. When enrollment size is held constant within each level, salaries in private institutions frequently exceeded those in public institutions. In the category of "other 4-year" institutions, for example, the mean salary for presidents of public colleges exceeded that for presidents of private colleges; yet the reverse was true in three of the enrollment size categories.

The relationship between the overall mean for a class of institutions and means for size groups within the class is determined by two factors: the distribution of the numbers of institutions among the size groups, and the relative magnitude of mean salaries shown in each of the cells. In the example of presidents of "other 4-year" institutions, the mean salary for presidents of small private colleges (enrolling fewer than 1,000 students) was markedly lower than the mean salary for presidents of small public colleges; at the same time the large number of private colleges within this size group contributed heavily toward the overall mean for private "other 4-year" institutions. In the next three size groups, both in public and private institutions, mean salaries increased with increasing enrollment size. While the mean salaries in each of these three size groups were higher in private than in public colleges, the numbers of public colleges increased with size and the numbers of private colleges decreased with size. The larger number of public colleges with "high" salaries had the effect of amplifying the weighted mean for presidents of public colleges.

When both institutional level and enrollment-size are held constant, as in table III, the salaries in public and in private institutions may be compared for each of the 16 positions. There is a marked tendency for the mean salaries of the dean of students, registrar, director of admissions, dean of women, director of athletics, and dean of men to be higher in public than in private institutions. On the other hand, mean salaries of the president, business manager, director of food services, and alumni secretary tend to be higher in private than in public institutions.

Tables 1-A - 1-D (Appendix B)

Mean and median salaries are presented by geographical region and institutional level for each of the 34 administrative positions surveyed. A comparison of mean salaries by geographical region for each of the positions in table 1-A shows that, for the majority of positions, salaries in public institutions were higher in the Great Lakes and Plains region than in the other three regions. Among private institutions the highest salaries were paid in the North Atlantic region.

SALARIES OF FULL-TIME INSTRUCTION AND RESEARCH STAFF

This part of the survey collected salary data for full-time college and university staff members engaged in resident instruction, departmental research, and organized research functions. No attempt was made to distinguish these salary data by function on the questionnaire. Hence, the data reflect the salaries of these staff members collectively. For brevity, these groups are herein referred to as the instruction and research staff.

Instruction and research staff in medical schools were excluded from the survey, because their salaries are atypical; instruction and research staff in all other professional schools were included.

Table IV

Of the 2,367 institutions surveyed, 1,906 (81 percent) responded to the survey of salaries of instruction and research staff. 1/ The response rate for universities was

1/ See footnote on page 1.

90 percent, as compared with 82 percent for "other 4-year" institutions, and 75 percent for 2-year institutions. Response rates among 4-year and 2-year institutions were consistently higher in medium-sized institutions than in either the smallest or largest institutions.

Table V

Increases in mean salaries for the ranks of professor through instructor in all institutions combined ranged between 5 and 8 percent. Although the tendency is not consistent for all ranks, there were slightly greater increases in 9-10 month contract salaries in public than in private institutions. Conversely, there was a tendency toward greater increases in 11-12 month contract salaries in private than in public institutions.

The percentage increases in mean salaries for academic deans and for "other academic faculty" varied noticeably from those for other ranks. These variations were probably due to the composition of these two categories rather than to real differences in those salaries in the 1-year period. There were very few academic deans on 9-10 month contracts, so the mean salaries for this rank are very sensitive to changes in the survey populations for the two surveys. 1/

The category of "other academic faculty" comprises various academic ranks (other than professor through instructor) as well as faculty members with no designated ranks. This heterogeneity causes the mean salaries for this group to be less stable than the mean salaries for the traditional ranks of professor through instructor.

Table VI

In the majority of cases, mean salaries for the various ranks of instruction and research staff by institutional level increased by 5 to 9 percent between 1966-67 and 1967-68. However, in "other 4-year" institutions the increase in mean 11-12 month contract salaries for the ranks of professor through instructor were smaller, ranging between 2 and 4 percent.

A majority of the instruction and research staff in 2-year institutions hold the rank of instructor, or have no designated ranks. Consequently, the mean salaries for the ranks of professor, associate professor, and assistant professor are based on small numbers of cases, and are thus likely to be less stable over time. Mean salaries for the combined ranks of professor through instructor are presented in table VI to afford more reliable comparisons. The combined-rank data show a slightly smaller percentage increase in 9-10 month contract salaries in 2-year institutions than in universities and in "other 4-year" institutions. On the other hand, the percentage increase in 11-12 month contract salaries was greater in 2-year institutions than in the other two institutional levels.

Tables 2-5 (Appendix B)

Data in tables 2-5 are presented by geographical region. Table 2 shows data for all institutions by enrollment-size, while tables 3, 4, and 5 show data for each institutional level by enrollment size within level. When institutional level and control, enrollment-

1/ The effect of changes in the population for the two surveys is discussed in the Introduction.

size, and geographical region are used as the bases of categorization, institutions are arranged in rather homogeneous groups which permit the comparison of salaries in an individual institution with groups of other institutions of like characteristics. Parts B through F of table 2 show that salaries for all ranks in both public and private institutions tended to increase with enrollment size.

Mean salaries for the ranks of professor through instructor were compared by region while holding enrollment-size constant within each institutional level. Among private institutions, the highest salaries were reported in the North Atlantic region, regardless of length of salary contract. Among public institutions, the highest 9-10 month contract salaries were also reported in the North Atlantic region, but the North Atlantic and the Great Lakes regions shared the distinction of paying the highest 11-12 month salaries.

Table I. --Institutions responding to the survey of salaries of selected administrators, by control, level of institution, and enrollment size: 50 States and the District of Columbia, 1967-68

Level of institution and enrollment size	Institutions surveyed			Responding institutions			Percent responding		
	Total	Public	Private	Total	Public	Private	Total	Public	Private
All institutions	2,367	927	1,440	1,949	807	1,142	82.3	87.1	79.3
Universities	156	92	64	136	86	50	87.2	94.0	78.1
Under 10,000	61	22	39	51	20	31	83.6	90.9	79.5
10,000 - 19,999	56	39	17	51	38	13	91.1	97.4	76.5
20,000 or over	39	31	8	34	28	6	87.2	90.3	75.0
Other 4-year	1,425	315	1,110	1,173	282	891	82.3	89.5	80.3
Under 1,000	725	40	685	554	33	521	76.4	82.5	76.1
1,000 - 2,499	409	76	333	361	73	288	88.3	96.0	86.5
2,500 - 4,999	154	85	69	138	76	62	89.6	89.4	89.8
5,000 - 9,999	107	89	18	95	79	16	88.8	88.8	88.9
10,000 or over	30	25	5	25	21	4	83.3	84.0	80.0
2-year	786	520	266	640	439	201	81.4	84.4	75.6
Under 500	271	91	180	199	71	128	73.4	78.0	71.1
500 - 999	169	115	54	156	107	49	92.3	93.0	96.1
1,000 - 2,499	176	150	26	156	136	20	88.6	90.6	76.9
2,500 or over	170	164	6	129	125	4	75.9	76.2	66.6

Table II. -- Comparison of mean salaries of administrators, by control: 50 States and the District of Columbia, 1966-67 and 1967-68

Position	Number reported 1967-68	All institutions			Public			Private		
		1966-67	1967-68	Percent change	1966-67	1967-68	Percent change	1966-67	1967-68	Percent change
President	1,648	$19,718	$21,172	7.4	$20,720	$22,246	7.4	$18,855	$20,189	7.1
Academic Dean or Vice President	1,471	15,475	16,458	6.4	16,835	17,866	6.1	14,346	15,215	6.0
Business Manager or Vice President	1,459	13,092	14,244	8.8	14,010	15,257	8.9	12,393	13,446	8.5
Dean of Students	1,326	12,320	13,353	8.4	14,109	15,230	7.9	10,594	11,460	8.2
Registrar	1,266	9,489	10,094	6.4	11,040	11,600	5.1	8,439	8,997	6.6
Director of Admissions	1,177	10,590	11,354	7.2	12,183	12,915	6.0	9,569	10,265	7.3
Director of Physical Plant	1,136	9,565	10,167	6.3	10,635	11,428	7.4	8,857	9,304	5.0
Bookstore Manager	1,006	6,579	7,003	6.4	7,534	7,955	5.6	5,924	6,305	6.4
Director of Public Relations	1,000	9,888	10,495	6.1	11,188	11,728	4.8	8,988	9,639	7.2
Dean of Women	820	9,261	9,846	6.3	11,213	11,717	4.5	7,746	8,323	7.4
Director of Student Aid	776	8,963	9,425	5.2	9,865	10,467	6.1	8,102	8,457	4.4
Director of Intercollegiate Athletics	741	11,592	12,505	7.9	13,217	14,217	7.6	10,175	10,922	7.3
Director of Food Service	685	8,468	9,040	6.8	9,165	10,051	9.7	7,993	8,337	4.3
Alumni Secretary	681	8,729	9,384	7.5	10,303	11,057	7.3	8,192	8,815	7.6
Budget Officer	670	11,776	11,986	1.8	12,785	12,901	0.9	11,028	11,276	2.2
Dean of Men	663	10,119	10,792	6.6	11,566	12,351	6.8	8,669	9,238	6.6
Director of Student Health	592	10,118	10,662	5.4	12,700	13,322	4.9	7,970	8,266	3.7
Director of Placement	591	9,862	10,479	6.2	11,766	12,207	3.7	8,153	8,902	9.2
Director of Development	540	12,106	12,819	5.9	13,535	14,691	8.5	11,790	12,389	5.1
Purchasing Agent	532	9,164	9,858	7.6	9,469	10,189	7.6	8,777	9,411	7.2
Vice President for Development	516	14,637	15,801	8.0	17,185	18,382	7.0	13,896	15,019	8.1
Director of College Union	508	9,639	10,023	4.0	10,480	11,082	5.7	8,436	8,497	0.7
Executive Vice President	440	16,910	17,880	5.7	17,983	19,139	6.4	15,837	16,644	5.1
Director of Housing	398	8,993	9,618	6.9	10,290	10,879	5.7	7,503	8,092	7.8
Graduate Dean	393	17,000	18,467	8.6	18,111	19,823	9.4	15,158	16,319	7.6
Director of Audiovisual	385	10,477	11,171	6.6	11,491	12,243	6.5	8,354	8,748	4.7
Director of Evening School	371	12,396	13,571	9.5	13,190	13,991	6.1	10,758	12,635	17.4
Director of Nonacademic Personnel	296	10,615	11,401	7.4	10,941	11,937	9.1	10,133	10,570	4.3
Director of Extension	268	13,953	14,610	4.7	14,707	15,278	3.9	11,153	12,244	9.8
Director of Institutional Studies	253	14,037	14,171	1.0	14,075	14,772	5.0	13,964	12,897	-7.6
Director of Organized Research	202	17,052	18,047	5.8	17,185	18,909	10.1	16,810	16,678	-0.8
Director of Planning	198	15,332	16,065	4.8	15,658	16,263	3.9	14,761	15,689	6.3
Director of Summer Session	186	11,747	14,726	25.4	14,094	16,673	18.3	8,839	12,362	39.8
Director of Student Affairs	184	10,064	10,862	8.0	10,667	11,275	5.7	9,208	10,190	10.7

Table III.--Mean salaries of selected administrators, by control, level of institution, and enrollment size: 50 States and the District of Columbia, 1967-68

Level of institution and size of enrollment	President		Dean or V-P for instruction		Business manager		Dean of students		Registrar		Director of admissions		Director of physical plant		Bookstore manager	
	Public	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	Private
All institutions	$22,246 (788)	$20,189 (860)	$17,866 (690)	$15,215 (781)	$15,257 (643)	$13,446 (816)	$15,230 (666)	$11,460 (660)	$11,600 (534)	$8,997 (732)	$12,915 (484)	$10,265 (693)	$11,428 (462)	$9,304 (674)	$7,955 (426)	$6,305 (580)
Universities	32,626 (86)	37,199 (38)	26,332 (80)	27,162 (37)	23,657 (82)	24,570 (43)	20,322 (81)	17,824 (46)	14,606 (72)	13,396 (48)	15,702 (31)	14,634 (46)	16,682 (85)	16,025 (48)	12,017 (73)	11,182 (45)
Under 10,000	26,225 (20)	35,419 (24)	22,704 (19)	25,243 (22)	18,675 (20)	22,954 (27)	17,537 (20)	16,819 (28)	12,711 (17)	12,685 (31)	14,546 (16)	13,525 (27)	15,161 (19)	14,917 (28)	11,013 (18)	9,959 (28)
10,000-19,999	32,255 (38)	39,833 (9)	25,994 (37)	29,725 (10)	22,965 (36)	28,250 (11)	20,035 (35)	19,904 (13)	14,553 (31)	13,200 (11)	15,325 (37)	16,158 (13)	15,685 (38)	17,331 (13)	12,096 (32)	12,655 (11)
20,000 or over	37,702 (28)	41,000 (5)	29,726 (24)	30,480 (5)	28,448 (26)	25,200 (5)	22,849 (26)	18,050 (5)	16,016 (24)	17,433 (6)	16,862 (28)	16,318 (6)	19,068 (28)	18,550 (6)	12,692 (23)	14,183 (6)
Other 4-year	23,580 (278)	19,991 (671)	19,362 (252)	15,303 (605)	15,359 (262)	13,304 (650)	15,720 (246)	11,296 (517)	12,118 (229)	8,856 (587)	12,687 (213)	10,165 (547)	11,053 (230)	9,023 (542)	7,680 (191)	6,013 (468)
Under 1,000	22,983 (32)	17,632 (386)	18,833 (28)	13,874 (338)	13,012 (28)	11,701 (351)	13,899 (26)	10,114 (262)	10,501 (22)	7,981 (296)	10,860 (19)	9,274 (260)	10,211 (21)	8,010 (266)	5,617 (11)	5,063 (212)
1,000-2,499	21,285 (71)	21,804 (223)	17,254 (62)	16,403 (208)	13,400 (66)	14,561 (233)	13,731 (61)	12,093 (195)	11,052 (54)	9,405 (220)	11,680 (44)	10,641 (218)	9,486 (56)	9,717 (216)	6,215 (48)	6,453 (200)
2,500-4,999	22,430 (75)	26,637 (49)	18,998 (70)	18,641 (47)	14,735 (73)	16,654 (50)	15,644 (66)	13,251 (46)	11,753 (64)	10,415 (53)	12,581 (60)	11,681 (54)	10,634 (64)	10,347 (43)	7,045 (60)	7,636 (39)
5,000-9,999	25,413 (79)	33,443 (10)	20,700 (72)	23,700 (9)	17,082 (74)	19,212 (13)	16,883 (73)	15,745 (11)	13,339 (70)	11,886 (14)	13,293 (70)	13,225 (12)	12,010 (69)	12,419 (14)	9,329 (55)	8,815 (14)
10,000 or over	29,459 (21)	- (3)	23,097 (20)	- (3)	19,947 (21)	- (3)	20,157 (20)	- (3)	13,751 (19)	- (4)	14,836 (20)	- (3)	14,360 (20)	- (3)	10,063 (17)	- (3)
2-year	19,266 (424)	16,788 (151)	14,920 (358)	11,650 (139)	12,864 (299)	10,306 (123)	13,658 (339)	9,313 (97)	10,163 (233)	7,674 (97)	11,982 (190)	8,807 (100)	8,978 (147)	7,281 (84)	6,450 (162)	5,074 (67)
Under 500	14,478 (68)	14,363 (84)	11,979 (36)	10,011 (78)	9,854 (27)	8,914 (66)	10,741 (29)	8,285 (53)	7,344 (25)	6,782 (48)	9,749 (14)	7,907 (48)	6,020 (14)	6,333 (47)	4,673 (14)	4,313 (31)
500-999	17,083 (102)	17,737 (43)	13,090 (95)	13,148 (41)	10,541 (71)	11,621 (38)	11,780 (73)	10,196 (27)	8,385 (49)	8,252 (32)	9,884 (31)	9,087 (32)	5,936 (24)	8,072 (23)	5,043 (27)	5,158 (19)
1,000-2,499	19,176 (132)	23,485 (20)	14,543 (120)	14,869 (16)	12,071 (97)	12,519 (16)	12,833 (121)	11,136 (14)	9,918 (82)	9,042 (14)	10,853 (66)	10,550 (16)	8,509 (54)	8,391 (11)	5,487 (60)	6,107 (14)
2,500 or over	23,856 (122)	- (4)	17,957 (107)	- (4)	15,970 (104)	- (3)	16,430 (116)	- (3)	12,470 (77)	- (3)	14,145 (79)	- (4)	11,518 (55)	- (3)	8,427 (61)	- (3)

Table III.--Mean salaries of selected administrators, by control, level of institution, and enrollment size: 50 States and the District of Columbia, 1967-68 (continued)

Level of institution and size of enrollment	Director of public relations		Dean of women		Director of student aid		Director of athletics		Director of food service		Alumni secretary		Budget officer		Dean of men	
	Public	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	Private	Public	Private
All institutions	$11,728 (410)	$9,639 (590)	$11,717 (368)	$8,323 (452)	$10,467 (374)	$8,457 (402)	$14,217 (356)	$10,922 (385)	$10,051 (281)	$8,337 (404)	$11,057 (173)	$8,815 (508)	$12,901 (293)	$11,276 (377)	$12,351 (331)	$9,238 (332)
Universities	15,446 (79)	14,983 (49)	13,741 (72)	11,222 (39)	11,603 (83)	11,539 (42)	19,666 (84)	16,230 (47)	13,494 (68)	14,291 (26)	13,842 (66)	14,298 (44)	17,002 (74)	16,797 (45)	14,354 (66)	12,320 (39)
Under 10,000	13,394 (17)	13,683 (30)	11,893 (18)	10,582 (25)	10,272 (18)	10,954 (25)	17,064 (19)	15,588 (28)	12,135 (16)	13,457 (16)	11,397 (15)	13,075 (27)	14,668 (13)	15,497 (27)	12,242 (15)	11,906 (26)
10,000-19,999	14,980 (36)	17,376 (13)	14,102 (34)	11,860 (10)	11,221 (38)	11,645 (11)	19,005 (37)	16,381 (13)	13,796 (31)	15,421 (7)	14,413 (28)	16,055 (11)	16,225 (36)	18,850 (12)	14,476 (31)	13,005 (9)
20,000 or over	17,434 (26)	16,303 (6)	14,789 (20)	- (4)	13,030 (27)	13,783 (6)	22,306 (28)	18,900 (6)	14,084 (21)	- (3)	14,742 (23)	16,580 (6)	19,336 (25)	18,542 (6)	15,749 (20)	- (4)
Other 4-year	11,208 (209)	9,292 (482)	11,365 (205)	8,247 (359)	10,179 (188)	8,174 (334)	13,364 (166)	10,522 (299)	9,903 (137)	8,250 (312)	9,470 (101)	8,522 (422)	12,102 (130)	10,621 (296)	11,785 (175)	9,085 (254)
Under 1,000	11,098 (15)	8,368 (208)	9,405 (10)	6,793 (147)	8,407 (8)	7,174 (118)	10,755 (5)	9,061 (104)	9,433 (12)	7,018 (160)	- (3)	7,674 (173)	10,724 (10)	9,675 (112)	9,169 (7)	7,745 (90)
1,000-2,499	9,579 (48)	9,670 (208)	9,957 (49)	8,938 (164)	8,793 (42)	8,542 (158)	11,973 (33)	11,038 (136)	8,200 (35)	9,458 (123)	7,948 (14)	8,772 (185)	11,226 (24)	10,981 (137)	10,535 (37)	9,399 (119)
2,500-4,999	10,877 (59)	10,628 (50)	11,579 (67)	9,994 (36)	10,499 (52)	8,694 (43)	12,678 (48)	11,783 (41)	9,796 (42)	9,709 (20)	8,845 (24)	9,951 (46)	11,000 (35)	11,501 (30)	11,600 (61)	10,713 (35)
5,000-9,999	11,886 (68)	11,567 (12)	12,142 (65)	11,806 (8)	10,688 (67)	10,868 (11)	14,252 (63)	11,688 (14)	11,359 (37)	10,243 (7)	10,085 (48)	10,511 (14)	13,342 (46)	11,940 (13)	12,675 (58)	11,813 (8)
10,000 or over	14,011 (19)	- (4)	13,062 (14)	- (2)	11,318 (19)	- (4)	15,477 (17)	- (4)	11,341 (11)	- (2)	10,719 (12)	- (4)	13,187 (15)	- (4)	13,355 (12)	(2)
2-year	10,210 (122)	8,037 (59)	10,908 (91)	6,738 (54)	10,078 (103)	7,122 (26)	11,234 (106)	7,593 (39)	7,237 (76)	6,403 (66)	7,139 (6)	6,022 (42)	10,660 (89)	9,762 (36)	11,982 (90)	7,158 (39)
Under 500	8,750 (5)	7,091 (28)	- (4)	5,504 (28)	5,870 (5)	5,815 (12)	8,393 (9)	6,713 (20)	6,468 (5)	5,818 (44)	- (1)	5,739 (18)	- (3)	9,026 (15)	- (4)	6,098 (23)
500-999	7,777 (12)	8,665 (18)	7,032 (12)	8,216 (16)	7,723 (14)	7,463 (8)	8,742 (12)	8,290 (11)	4,857 (15)	7,562 (17)	- (1)	5,876 (19)	7,577 (16)	10,210 (10)	9,014 (11)	8,383 (6)
1,000-2,499	8,877 (39)	9,196 (11)	9,398 (38)	7,756 (9)	8,938 (35)	9,600 (5)	10,257 (41)	8,834 (8)	6,956 (28)	7,600 (5)	- (4)	7,592 (5)	10,632 (28)	10,025 (8)	10,226 (37)	8,622 (9)
2,500 or over	11,551 (66)	- (2)	14,193 (37)	- (1)	11,995 (49)	- (1)	13,404 (44)	-	9,288 (28)	-	-	-	12,144 (42)	- (3)	14,816 (38)	- (1)

Table IV.--Institutions responding to the survey of salaries of full-time instruction and research staff, by control, level of institution and enrollment size: 50 States and the District of Columbia, 1967-68

Level of institution and enrollment size	Institutions surveyed			Responding institutions			Percent responding		
	Total	Public	Private	Total	Public	Private	Total	Public	Private
All institutions	2,367	927	1,440	1,906	773	1,133	80.5	83.4	78.7
Universities	156	92	64	141	87	54	90.4	94.6	84.4
Under 10,000	61	22	39	54	20	34	88.5	90.9	87.2
10,000 - 19,999	56	39	17	51	38	13	91.1	97.4	76.5
20,000 or over	39	31	8	36	29	7	92.3	93.5	87.5
Other 4-year	1,425	315	1,110	1,174	275	899	82.4	87.3	81.0
Under 1,000	725	40	685	545	29	516	75.2	72.5	75.3
1,000 - 2,499	409	76	333	368	72	296	90.1	94.7	88.9
2,500 - 4,999	154	85	69	140	74	66	90.9	87.1	95.6
5,000 - 9,999	107	89	18	96	79	17	89.7	88.8	94.4
10,000 or over	30	25	5	25	21	4	83.3	84.0	80.0
2-year	786	520	266	591	411	180	75.2	78.8	67.7
Under 500	271	91	180	180	69	111	66.4	75.8	61.7
500 - 999	169	115	54	143	97	46	84.6	84.4	85.2
1,000 - 2,499	176	150	26	144	125	19	81.8	83.3	73.1
2,500 or over	170	164	6	124	120	4	72.9	73.2	66.7

Table V.--Comparison of mean salaries of full-time instruction and research staff, by control, length of contract, and academic rank: 50 States and the District of Columbia, 1966-67 and 1967-68

Academic ranks	All institutions			Public			Private		
	1966-67	1967-68	Percent change	1966-67	1967-68	Percent change	1966-67	1967-68	Percent change
9 - 10 month contracts									
Academic Deans	$14,250	$16,319	14.5	$14,139	$17,218	21.8	$14,361	$15,425	7.4
Professors	13,956	14,724	5.5	14,128	14,945	5.8	13,673	14,361	5.0
Associate Professors	10,648	11,343	6.5	10,906	11,669	7.0	10,172	10,752	5.7
Assistant Professors	8,740	9,388	7.4	8,918	9,639	8.1	8,393	8,897	6.0
Instructors	7,429	7,839	5.5	7,705	8,110	5.2	6,760	7,178	6.2
Other academic faculty	8,505	9,172	7.8	8,890	9,450	6.3	7,330	8,296	13.2
11 - 12 month contracts									
Academic Deans	$17,500	$18,455	5.4	$18,689	$19,502	4.4	$15,729	$16,865	7.2
Professors	16,097	17,158	6.6	17,180	18,074	5.2	13,599	14,864	9.3
Associate Professors	12,536	13,390	6.8	13,299	13,972	5.1	10,900	11,899	9.2
Assistant Professors	10,310	11,020	6.9	10,914	11,536	5.7	9,046	9,696	7.2
Instructors	8,100	8,749	8.0	8,550	9,238	8.0	7,241	7,541	4.1
Other academic faculty	9,903	10,697	8.0	9,492	10,871	14.5	10,595	10,446	- 1.4

Table VI.--Comparison of mean salaries of full-time instruction and research staff, by level of institution, length of contract, and academic rank: 50 States and the District of Columbia, 1966-67 and 1967-68

Academic rank	Universities			Other 4-year			2-year		
	1966-67	1967-68	Percent change	1966-67	1967-68	Percent change	1966-67	1967-68	Percent change
9 - 10 month contracts									
Academic Deans	$19,753	$21,299	7.8	$13,777	$14,954	8.5	$11,703	$11,974	2.3
Professors	15,614	16,432	5.2	12,261	13,148	7.2	9,574	10,152	6.0
Associate Professors	11,498	12,167	5.8	9,886	10,613	7.4	10,201	10,928	7.1
Assistant Professors	9,176	9,965	8.6	8,404	8,950	6.5	8,507	9,113	7.1
Instructors	7,128	7,617	6.9	6,909	7,338	6.2	8,394	8,658	3.1
Other academic faculty	8,668	9,174	5.8	7,228	8,299	14.8	8,868	9,582	8.1
Professor-instructor, combined 1/	11,108	11,821	6.4	9,115	9,692	6.3	8,704	9,138	5.0
11 - 12 month contracts									
Academic Deans	$21,289	$22,474	5.6	$15,408	$16,812	9.1	$13,148	$14,012	6.6
Professors	17,376	18,606	7.1	14,280	14,602	2.2	9,453	10,213	8.0
Associate Professors	13,312	14,209	6.7	11,436	11,890	4.0	9,961	10,827	8.7
Assistant Professors	10,952	11,724	7.0	9,523	9,886	3.8	8,953	9,643	7.7
Instructors	8,452	9,027	6.8	7,572	7,734	2.1	8,185	9,284	13.4
Other academic faculty	10,129	10,694	5.6	9,623	10,838	12.6	9,451	10,449	10.6
Professor-instructor, combined 1/	13,435	14,424	7.4	11,032	11,485	4.1	8,774	9,670	10.2

1/ The mean salaries for universities and for other 4-year institutions are weighted means for the ranks of professor, associate professor, assistant professor, and instructor. The means for 2-year institutions include "other academic faculty," in addition to the above ranks, because those with no designated rank were reported in this category.

APPENDIX A: DEFINITIONS OF TERMS

APPENDIX B: BASIC TABLES

APPENDIX C: SURVEY REPORT FORM

APPENDIX A

Definitions of Terms

The data in this report are grouped by various institutional characteristics which are defined as follows:

Control--legal control of the institution; i.e., public or private.

Level of institution--institutions are categorized as universities, other 4-year institutions, or 2-year institutions, defined as follows:

> Universities--institutions that give considerable stress to graduate instruction, confer advanced degrees as well as bachelor's degrees in a variety of liberal arts fields, and have at least two professional schools that are not exclusively technological.
>
> Other 4-year institutions--all 4-year institutions not classified as universities. They include institutions that grant bachelor's or higher degrees or some other type of recognition equivalent to such degrees (e.g., ecclesiastical recognition in a theological institution) based on at least 4 academic years beyond high school.
>
> Two-year institutions--institutions offering at least 2 years, but less than 4 years beyond high school.

Enrollment size--institutions are grouped by size of total enrollment in fall 1967. Groupings are based on enrollments reported in the U.S. Office of Education publication, Opening Fall Enrollment in Higher Education, 1967, OE-54003-67, Washington, U.S. Government Printing Office, 1967.

Geographical region--the States within regions are as follows:

> North Atlantic--Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.
>
> Great Lakes and Plains--Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.
>
> Southeast--Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia.
>
> West and Southwest--Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oklahoma, Oregon, Texas, Utah, Washington, and Wyoming.

APPENDIX B

Basic Tables

1-A.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
PRESIDENT										
NUMBER OF INDIVIDUALS	789	149	199	203	238	1,075	359	337	226	153
SALARIED	788	149	198	203	238	860	258	264	210	128
CONTRIBUTED SERVICES	1		1			215	101	73	16	25
MEAN SALARY	22,246	22,811	23,580	19,965	22,728	20,189	24,252	19,347	17,471	18,196
MEDIAN SALARY	21,213	21,894	22,500	19,800	21,701	19,000	23,500	19,000	17,000	17,000
EXECUTIVE VICE PRESIDENT										
NUMBER OF INDIVIDUALS	218	38	62	47	71	275	116	79	40	40
SALARIED	218	38	62	47	71	222	85	65	37	35
CONTRIBUTED SERVICES						53	31	14	3	5
MEAN SALARY	19,139	17,748	20,461	17,023	20,129	16,644	19,878	15,577	12,594	15,054
MEDIAN SALARY	18,861	17,150	19,350	15,675	20,000	15,000	19,000	15,000	11,500	14,000
INSTITUTIONAL STUDIES DIR.										
NUMBER OF INDIVIDUALS	172	28	50	43	51	94	34	35	16	9
SALARIED	172	28	50	43	51	81	29	29	15	8
CONTRIBUTED SERVICES						13	5	6	1	1
MEAN SALARY	14,772	14,787	15,428	13,796	14,941	12,897	13,909	12,363	11,678	13,453
MEDIAN SALARY	15,000	15,209	15,000	13,400	15,444	12,000	13,000	11,900	12,000	11,661
PLANNING DIRECTOR										
NUMBER OF INDIVIDUALS	130	28	33	28	41	80	40	22	11	7
SALARIED	130	28	33	28	41	68	32	19	10	7
CONTRIBUTED SERVICES						12	8	3	1	
MEAN SALARY	16,263	15,542	17,568	14,752	16,735	15,689	17,208	15,368	12,670	13,929
MEDIAN SALARY	15,500	14,540	17,500	13,750	16,190	15,000	16,400	15,000	12,600	14,700
ACADEMIC DEAN										
NUMBER OF INDIVIDUALS	690	130	162	189	209	961	328	297	206	130
SALARIED	690	130	162	189	209	781	242	239	195	105
CONTRIBUTED SERVICES						180	86	58	11	25
MEAN SALARY	17,866	17,819	18,888	16,745	18,115	15,215	17,739	15,001	13,245	13,542
MEDIAN SALARY	17,102	16,862	17,698	16,500	18,000	14,500	16,500	14,600	12,900	13,200
AUDIOVISUAL DIRECTOR										
NUMBER OF INDIVIDUALS	267	62	78	49	78	136	51	48	20	17
SALARIED	267	62	78	49	78	118	42	41	20	15
CONTRIBUTED SERVICES						18	9	7		2
MEAN SALARY	12,243	12,309	12,806	10,677	12,610	8,748	9,574	8,485	7,763	8,469
MEDIAN SALARY	11,920	11,640	12,332	10,500	12,088	8,000	8,350	7,800	7,650	8,450
EVENING SCHOOL DIRECTOR										
NUMBER OF INDIVIDUALS	256	55	47	54	100	132	67	33	17	15
SALARIED	256	55	47	54	100	115	55	31	16	13
CONTRIBUTED SERVICES						17	12	2	1	2
MEAN SALARY	13,991	13,778	14,702	11,935	14,883	12,635	13,293	12,668	11,317	11,399
MEDIAN SALARY	13,663	12,980	14,160	11,200	15,225	12,500	13,500	12,300	10,500	11,400
EXTENSION DIRECTOR										
NUMBER OF INDIVIDUALS	209	30	61	61	57	64	32	17	7	8
SALARIED	209	30	61	61	57	59	29	16	7	7
CONTRIBUTED SERVICES						5	3	1		1
MEAN SALARY	15,278	16,065	16,490	14,257	14,659	12,244	12,684	13,003	10,766	10,164
MEDIAN SALARY	14,700	15,140	15,000	13,200	13,320	12,000	12,500	12,500	9,700	8,750

1-A.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
GRADUATE DEAN										
NUMBER OF INDIVIDUALS	241	50	69	63	59	182	73	51	21	38
SALARIED	241	50	69	63	59	152	63	41	20	28
CONTRIBUTED SERVICES						30	10	10		10
MEAN SALARY	19,823	19,526	20,676	19,173	19,772	16,319	18,880	14,530	14,834	14,239
MEDIAN SALARY	19,200	18,336	20,000	18,600	19,700	15,500	18,000	13,500	14,000	13,000
ORGANIZED RESEARCH DIR.										
NUMBER OF INDIVIDUALS	125	21	39	29	36	81	48	15	8	10
SALARIED	124	21	39	28	36	78	46	15	7	10
CONTRIBUTED SERVICES	1			1		3	2		1	
MEAN SALARY	18,909	17,002	19,648	18,918	19,213	16,678	16,615	16,187	17,514	17,260
MEDIAN SALARY	18,000	16,750	18,480	18,000	18,333	16,000	16,000	17,000	15,600	17,250
SUMMER SESSIONS DIRECTOR										
NUMBER OF INDIVIDUALS	102	24	27	16	35	129	58	30	17	24
SALARIED	102	24	27	16	35	84	33	18	15	18
CONTRIBUTED SERVICES						45	25	12	2	6
MEAN SALARY	16,673	14,553	19,079	14,752	17,149	12,362	13,083	13,432	12,325	10,003
MEDIAN SALARY	16,482	15,125	19,500	15,000	17,000	12,675	13,500	13,000	13,100	11,325
DEAN OF STUDENTS										
NUMBER OF INDIVIDUALS	668	125	160	171	212	794	266	263	152	113
SALARIED	666	125	159	170	212	660	205	217	144	94
CONTRIBUTED SERVICES	2		1	1		134	61	46	8	19
MEAN SALARY	15,230	15,225	16,215	13,722	15,703	11,460	12,873	11,239	10,207	10,806
MEDIAN SALARY	15,000	14,703	15,330	13,253	16,000	10,750	12,300	10,730	9,800	10,536
ADMISSIONS DIRECTOR										
NUMBER OF INDIVIDUALS	484	122	115	121	126	798	293	255	150	100
SALARIED	484	122	115	121	126	693	240	215	145	93
CONTRIBUTED SERVICES						105	53	40	5	7
MEAN SALARY	12,915	12,791	13,574	11,656	13,642	10,265	11,175	10,001	9,278	10,070
MEDIAN SALARY	12,659	12,495	13,200	11,364	14,000	10,000	10,650	9,750	9,000	10,000
COLLEGE UNION DIRECTOR										
NUMBER OF INDIVIDUALS	300	50	79	76	95	219	72	78	44	25
SALARIED	300	50	79	76	95	208	66	73	44	25
CONTRIBUTED SERVICES						11	6	5		
MEAN SALARY	11,082	10,559	12,624	9,304	11,497	8,497	9,725	8,245	7,107	8,440
MEDIAN SALARY	10,480	10,044	11,850	8,775	10,500	8,250	9,500	8,400	7,115	8,000
FOR. STUDENT AFFAIRS DIR.										
NUMBER OF INDIVIDUALS	114	14	39	24	37	97	35	36	9	17
SALARIED	114	14	39	24	37	70	30	22	9	9
CONTRIBUTED SERVICES						27	5	14		8
MEAN SALARY	11,275	12,054	11,973	9,391	11,467	10,190	10,748	10,394	8,878	9,144
MEDIAN SALARY	10,860	12,295	11,500	8,611	11,628	9,700	10,000	9,740	8,500	7,000
REGISTRAR										
NUMBER OF INDIVIDUALS	534	110	124	153	147	862	302	271	169	120
SALARIED	534	110	124	153	147	732	245	223	161	103
CONTRIBUTED SERVICES						130	57	48	8	17
MEAN SALARY	11,600	11,182	12,507	10,855	11,925	8,997	9,813	9,059	7,975	8,519
MEDIAN SALARY	11,475	10,900	12,543	10,970	11,500	8,888	9,500	9,000	8,000	8,000
STUDENT AID DIRECTOR										
NUMBER OF INDIVIDUALS	374	69	100	113	92	447	147	144	90	66
SALARIED	374	69	100	113	92	402	128	128	90	56
CONTRIBUTED SERVICES						45	19	16		10
MEAN SALARY	10,467	10,236	11,382	9,371	10,993	8,457	9,241	8,393	7,379	8,546
MEDIAN SALARY	10,200	10,000	10,834	9,500	10,676	8,200	8,750	8,500	7,050	8,130

I-A.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
STUDENT HEALTH DIRECTOR										
NUMBER OF INDIVIDUALS	281	46	71	73	91	357	132	105	72	48
SALARIED	280	46	71	72	91	312	116	86	68	42
CONTRIBUTED SERVICES	1			1		45	16	19	4	6
MEAN SALARY	13,332	11,799	15,124	12,632	13,262	8,266	9,942	7,909	6,124	7,834
MEDIAN SALARY	13,038	10,569	16,600	12,714	12,450	6,000	7,650	6,540	5,000	6,000
DEAN OF MEN										
NUMBER OF INDIVIDUALS	332	55	74	99	104	371	112	110	91	58
SALARIED	331	55	73	99	104	332	88	104	88	52
CONTRIBUTED SERVICES	1		1			39	24	6	3	6
MEAN SALARY	12,351	11,959	13,600	11,231	12,747	9,238	10,290	9,326	8,316	8,844
MEDIAN SALARY	12,060	12,000	13,500	11,000	12,271	9,000	10,000	9,200	8,000	8,875
DEAN OF WOMEN										
NUMBER OF INDIVIDUALS	369	55	85	112	117	481	126	156	128	71
SALARIED	368	55	84	112	117	452	117	141	126	68
CONTRIBUTED SERVICES	1		1			29	9	15	2	3
MEAN SALARY	11,717	11,818	12,164	10,545	12,470	8,323	9,309	8,734	7,405	7,478
MEDIAN SALARY	11,500	11,900	12,000	10,539	11,880	8,261	9,100	8,650	7,500	7,400
VICE PRES., DEVELOPMENT										
NUMBER OF INDIVIDUALS	120	21	39	32	28	424	127	158	73	66
SALARIED	120	21	39	32	28	396	117	149	71	59
CONTRIBUTED SERVICES						28	10	9	2	7
MEAN SALARY	18,382	17,842	20,343	16,660	18,023	15,019	17,375	14,324	12,815	14,755
MEDIAN SALARY	17,975	17,498	21,000	16,000	17,735	14,500	16,500	14,000	12,000	15,000
ALUMNI SECRETARY										
NUMBER OF INDIVIDUALS	174	25	49	62	38	549	206	171	108	64
SALARIED	173	25	48	62	38	508	193	152	105	58
CONTRIBUTED SERVICES	1		1			41	13	19	3	6
MEAN SALARY	11,057	9,387	12,258	10,655	11,296	8,815	9,416	8,915	7,562	8,826
MEDIAN SALARY	10,500	9,520	12,250	10,000	11,085	8,450	8,750	8,850	7,200	8,250
DEVELOPMENT DIRECTOR										
NUMBER OF INDIVIDUALS	101	11	31	30	29	467	167	142	89	69
SALARIED	101	11	31	30	29	439	152	135	88	64
CONTRIBUTED SERVICES						28	15	7	1	5
MEAN SALARY	14,691	16,823	14,718	14,460	14,091	12,389	13,325	12,168	11,371	12,032
MEDIAN SALARY	14,250	17,000	13,980	14,000	14,500	12,000	13,000	12,000	10,550	11,850
PLACEMENT DIRECTOR										
NUMBER OF INDIVIDUALS	282	57	74	66	85	328	155	97	40	36
SALARIED	282	57	74	66	85	309	150	89	38	32
CONTRIBUTED SERVICES						19	5	8	2	4
MEAN SALARY	12,207	12,687	13,546	10,364	12,148	8,902	9,257	8,748	8,103	8,615
MEDIAN SALARY	11,905	12,200	13,060	10,362	12,000	8,830	9,000	8,600	7,915	8,575
PUBLIC RELATIONS DIRECTOR										
NUMBER OF INDIVIDUALS	410	79	88	121	122	617	213	194	124	86
SALARIED	410	79	88	121	122	590	200	185	122	83
CONTRIBUTED SERVICES						27	13	9	2	3
MEAN SALARY	11,728	11,473	13,576	10,466	11,811	9,639	10,656	9,432	8,398	9,474
MEDIAN SALARY	11,310	11,500	12,710	10,000	11,830	9,000	10,000	9,000	8,000	9,000
BUSINESS MANAGER										
NUMBER OF INDIVIDUALS	644	128	140	185	191	943	308	304	200	131
SALARIED	643	128	139	185	191	816	244	262	195	115
CONTRIBUTED SERVICES	1		1			127	64	42	5	16
MEAN SALARY	15,257	13,744	17,454	13,717	16,164	13,448	15,433	13,329	11,649	12,544
MEDIAN SALARY	14,004	12,713	16,100	13,334	15,900	12,500	14,450	12,600	11,200	11,700

I-A.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
BOOKSTORE MANAGER										
NUMBER OF INDIVIDUALS	426	70	90	137	129	640	224	194	138	84
SALARIED	426	70	90	137	129	580	197	173	135	75
CONTRIBUTED SERVICES						60	27	21	3	9
MEAN SALARY	7,955	7,607	8,668	7,227	8,421	6,305	7,182	6,235	5,259	6,049
MEDIAN SALARY	7,500	7,240	9,060	6,432	8,200	5,780	6,500	5,380	4,800	6,000
BUDGET OFFICER										
NUMBER OF INDIVIDUALS	293	41	74	75	103	407	171	126	66	44
SALARIED	293	41	74	75	103	377	158	114	63	42
CONTRIBUTED SERVICES						30	13	12	3	2
MEAN SALARY	12,901	12,010	14,060	12,354	12,822	11,276	12,035	11,033	9,872	11,191
MEDIAN SALARY	12,500	11,769	13,817	11,940	12,254	10,500	11,475	10,500	9,300	10,010
FOOD SERVICES DIRECTOR										
NUMBER OF INDIVIDUALS	281	38	68	92	83	442	133	134	117	58
SALARIED	281	38	68	92	83	404	116	122	112	54
CONTRIBUTED SERVICES						38	17	12	5	4
MEAN SALARY	10,051	10,555	11,447	9,108	9,721	8,337	9,780	8,655	6,791	7,725
MEDIAN SALARY	9,890	10,279	11,841	9,000	9,384	7,800	9,500	7,650	6,500	7,060
HOUSING DIRECTOR										
NUMBER OF INDIVIDUALS	218	31	65	56	66	210	96	51	32	31
SALARIED	218	31	65	56	66	180	79	45	31	25
CONTRIBUTED SERVICES						30	17	6	1	6
MEAN SALARY	10,879	10,260	12,209	9,214	11,273	8,092	8,841	7,727	6,735	8,067
MEDIAN SALARY	10,250	9,700	11,500	9,103	10,738	7,400	8,100	6,900	6,000	7,400
NONACADEMIC PERSONNEL DIR.										
NUMBER OF INDIVIDUALS	180	26	59	49	46	140	65	39	13	23
SALARIED	180	26	59	49	46	116	51	35	11	19
CONTRIBUTED SERVICES						24	14	4	2	4
MEAN SALARY	11,937	11,337	12,345	10,767	13,000	10,570	11,615	9,540	9,473	10,297
MEDIAN SALARY	11,838	10,960	11,660	10,512	12,965	10,000	11,000	8,600	10,000	10,000
PHYSICAL PLANT DIRECTOR										
NUMBER OF INDIVIDUALS	462	75	105	142	140	723	248	223	156	96
SALARIED	462	75	105	142	140	674	221	212	150	91
CONTRIBUTED SERVICES						49	27	11	6	5
MEAN SALARY	11,428	11,113	13,309	10,083	11,551	9,304	10,656	9,321	7,660	8,692
MEDIAN SALARY	10,967	10,954	13,450	9,492	11,013	8,590	10,000	8,500	7,390	8,100
PURCHASING AGENT										
NUMBER OF INDIVIDUALS	306	55	73	88	90	260	113	82	28	37
SALARIED	306	55	73	88	90	226	92	74	28	32
CONTRIBUTED SERVICES						34	21	8		5
MEAN SALARY	10,189	8,614	11,545	9,733	10,497	9,411	10,245	9,056	8,167	8,918
MEDIAN SALARY	9,844	8,000	11,100	9,168	10,200	8,884	9,385	8,400	7,875	8,375
ATHLETICS DIRECTOR										
NUMBER OF INDIVIDUALS	356	55	95	94	112	400	136	112	93	59
SALARIED	356	55	95	94	112	385	125	110	93	57
CONTRIBUTED SERVICES						15	11	2		2
MEAN SALARY	14,217	13,158	15,391	13,581	14,275	10,922	12,078	10,993	9,408	10,718
MEDIAN SALARY	13,225	12,330	14,300	12,360	13,886	10,400	11,600	10,350	9,000	10,000

I-B.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN UNIVERSITIES

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
PRESIDENT										
NUMBER OF INDIVIDUALS	86	8	30	20	28	46	23	11	4	8
SALARIED	86	8	30	20	28	38	18	8	4	8
CONTRIBUTED SERVICES						8	5	3		
MEAN SALARY	32,628	34,620	35,290	28,414	32,211	37,199	38,357	38,625		34,267
MEDIAN SALARY	32,000	35,480	35,000	27,250	31,000	37,000	38,000	40,000		31,570
EXECUTIVE VICE PRESIDENT										
NUMBER OF INDIVIDUALS	43	3	14	10	16	27	16	6	1	4
SALARIED	43	3	14	10	16	23	14	4	1	4
CONTRIBUTED SERVICES						4	2	2		
MEAN SALARY	26,230		27,882	23,912	26,750	28,130	29,893			
MEDIAN SALARY	26,000		27,000	23,500	26,050	28,000	30,000			
INSTITUTIONAL STUDIES DIR.										
NUMBER OF INDIVIDUALS	58	5	21	13	19	17	11	4	1	1
SALARIED	58	5	21	13	19	16	10	4	1	1
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	15,979	15,496	17,061	15,618	15,157	16,112	16,240			
MEDIAN SALARY	15,800	16,000	16,500	15,500	15,600	15,000	15,250			
PLANNING DIRECTOR										
NUMBER OF INDIVIDUALS	42	4	11	12	15	24	15	5	1	3
SALARIED	42	4	11	12	15	22	14	4	1	3
CONTRIBUTED SERVICES						2	1	1		
MEAN SALARY	17,763		21,690	15,192	16,337	19,818	20,679			
MEDIAN SALARY	16,845		22,500	14,570	14,616	20,000	20,500			
ACADEMIC DEAN										
NUMBER OF INDIVIDUALS	80	6	28	19	27	42	24	10	3	5
SALARIED	80	6	28	19	27	37	21	8	3	5
CONTRIBUTED SERVICES						5	3	2		
MEAN SALARY	26,332	26,572	27,663	24,951	25,870	27,162	27,679	28,938		22,700
MEDIAN SALARY	26,000	27,250	26,750	24,000	25,000	27,000	28,500	27,750		22,000
AUDIOVISUAL DIRECTOR										
NUMBER OF INDIVIDUALS	65	6	25	12	22	19	8	7	2	2
SALARIED	65	6	25	12	22	19	8	7	2	2
CONTRIBUTED SERVICES										
MEAN SALARY	13,780	13,437	14,927	11,744	13,680	12,052	13,589	11,353		
MEDIAN SALARY	13,100	13,300	14,700	12,188	13,064	11,500	14,205	11,500		
EVENING SCHOOL DIRECTOR										
NUMBER OF INDIVIDUALS	26	5	10	6	5	23	11	7	2	3
SALARIED	26	5	10	6	5	23	11	7	2	3
CONTRIBUTED SERVICES										
MEAN SALARY	16,655	15,424	17,613	16,367	16,318	17,131	16,436	17,507		
MEDIAN SALARY	16,788	15,200	18,000	15,025	17,300	16,400	15,800	18,000		
EXTENSION DIRECTOR										
NUMBER OF INDIVIDUALS	62	5	21	16	20	12	7	5		
SALARIED	62	5	21	16	20	11	6	5		
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	19,242	18,444	20,576	19,370	17,939	17,673	17,583	17,780		
MEDIAN SALARY	19,000	19,500	19,200	19,000	17,356	17,000	16,750	17,499		
GRADUATE DEAN										
NUMBER OF INDIVIDUALS	83	8	29	20	26	46	24	12	4	6
SALARIED	83	8	29	20	26	43	24	9	4	6
CONTRIBUTED SERVICES						3		3		
MEAN SALARY	23,051	22,750	23,635	22,747	22,727	20,475	20,946	19,800		19,090
MEDIAN SALARY	22,500	23,750	22,500	23,475	22,000	20,000	20,000	18,500		19,020

I-9.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN UNIVERSITIES (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
ORGANIZED RESEARCH DIR.										
NUMBER OF INDIVIDUALS	56	6	22	10	18	34	22	4	3	5
SALARIED	56	6	22	10	18	33	21	4	3	5
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	22,669	19,072	22,489	23,637	23,549	19,144	18,067			22,600
MEDIAN SALARY	22,810	18,950	22,530	23,625	23,050	19,400	17,700			22,500
SUMMER SESSIONS DIRECTOR										
NUMBER OF INDIVIDUALS	44	6	15	7	16	30	19	5	3	3
SALARIED	44	6	15	7	16	27	17	4	3	3
CONTRIBUTED SERVICES						3	2	1		
MEAN SALARY	18,445	16,212	19,334	18,515	18,419	15,709	16,053			
MEDIAN SALARY	18,250	15,800	19,500	18,500	17,850	15,500	15,500			
DEAN OF STUDENTS										
NUMBER OF INDIVIDUALS	81	7	29	18	27	48	24	12	4	8
SALARIED	81	7	29	18	27	46	24	10	4	8
CONTRIBUTED SERVICES						2		2		
MEAN SALARY	20,322	20,054	21,403	20,095	19,380	17,824	18,710	17,245		15,803
MEDIAN SALARY	20,500	20,100	22,000	20,754	18,900	16,850	17,750	16,500		15,250
ADMISSIONS DIRECTOR										
NUMBER OF INDIVIDUALS	81	8	29	18	26	49	25	12	4	8
SALARIED	81	8	29	18	26	46	24	10	4	8
CONTRIBUTED SERVICES						3	1	2		
MEAN SALARY	15,702	15,892	15,934	15,530	15,504	14,634	14,805	14,785		13,922
MEDIAN SALARY	15,500	15,750	15,204	15,000	15,630	14,350	14,800	14,100		13,550
COLLEGE UNION DIRECTOR										
NUMBER OF INDIVIDUALS	73	8	26	14	25	28	14	5	3	6
SALARIED	73	8	26	14	25	28	14	5	3	6
CONTRIBUTED SERVICES										
MEAN SALARY	13,665	11,662	15,263	12,573	13,256	11,610	11,550	12,000		11,155
MEDIAN SALARY	13,200	12,250	14,520	12,550	13,200	11,700	11,600	12,000		9,900
FOR. STUDENT AFFAIRS DIR.										
NUMBER OF INDIVIDUALS	66	5	25	15	21	32	18	7	3	4
SALARIED	66	5	25	15	21	30	18	5	3	4
CONTRIBUTED SERVICES						2		2		
MEAN SALARY	11,501	12,144	12,381	9,550	11,693	10,401	10,680	11,096		
MEDIAN SALARY	10,900	12,970	11,800	8,500	11,000	10,000	10,000	11,880		
REGISTRAR										
NUMBER OF INDIVIDUALS	72	7	24	16	25	48	25	11	4	8
SALARIED	72	7	24	16	25	48	25	11	4	8
CONTRIBUTED SERVICES										
MEAN SALARY	14,606	15,100	15,510	13,574	14,260	13,396	14,102	12,464		13,016
MEDIAN SALARY	14,378	14,600	15,500	13,800	14,256	13,000	13,900	12,500		12,950
STUDENT AID DIRECTOR										
NUMBER OF INDIVIDUALS	83	8	30	20	25	43	23	10	4	6
SALARIED	83	8	30	20	25	42	23	9	4	6
CONTRIBUTED SERVICES						1		1		
MEAN SALARY	11,603	12,216	12,726	10,444	10,987	11,539	11,680	10,600		11,750
MEDIAN SALARY	11,000	12,400	12,480	10,088	10,900	10,700	10,700	10,500		11,350
STUDENT HEALTH DIRECTOR										
NUMBER OF INDIVIDUALS	81	8	27	18	28	41	22	8	4	7
SALARIED	81	8	27	18	28	41	22	8	4	7
CONTRIBUTED SERVICES										
MEAN SALARY	19,329	19,056	20,834	19,322	17,960	14,857	15,060	14,725		12,504
MEDIAN SALARY	19,500	19,075	20,640	18,875	19,000	15,000	14,900	14,250		10,050

I-8.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN UNIVERSITIES (CONTINUED)

TITLE OF POSITION (1)	PUBLIC TOTAL (2)	PUBLIC NORTH ATLANTIC (3)	PUBLIC GREAT LAKES AND PLAINS (4)	PUBLIC SOUTHEAST (5)	PUBLIC WEST AND SOUTHWEST (6)	PRIVATE TOTAL (7)	PRIVATE NORTH ATLANTIC (8)	PRIVATE GREAT LAKES AND PLAINS (9)	PRIVATE SOUTHEAST (10)	PRIVATE WEST AND SOUTHWEST (11)
DEAN OF MEN										
NUMBER OF INDIVIDUALS	66	6	21	17	22	41	21	10	3	7
SALARIED	66	6	21	17	22	39	19	10	3	7
CONTRIBUTED SERVICES						2	2			
MEAN SALARY	14,354	13,995	15,105	13,755	14,198	12,320	12,805	12,584		11,121
MEDIAN SALARY	14,000	13,235	14,500	14,000	14,325	12,000	12,100	12,200		10,000
DEAN OF WOMEN										
NUMBER OF INDIVIDUALS	72	6	23	19	24	39	19	10	3	7
SALARIED	72	6	23	19	24	39	19	10	3	7
CONTRIBUTED SERVICES										
MEAN SALARY	13,741	12,768	14,058	12,886	14,356	11,222	11,103	11,510		11,271
MEDIAN SALARY	13,800	12,900	13,500	12,900	14,300	11,500	11,300	11,950		11,500
VICE PRES., DEVELOPMENT										
NUMBER OF INDIVIDUALS	49	6	20	12	11	38	19	9	3	7
SALARIED	49	6	20	12	11	37	18	9	3	7
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	22,793	24,004	24,371	21,084	21,129	24,881	24,736	25,611		22,904
MEDIAN SALARY	23,000	22,200	24,500	20,002	20,004	24,000	24,500	25,000		22,080
ALUMNI SECRETARY										
NUMBER OF INDIVIDUALS	66	4	21	18	23	45	25	10	3	7
SALARIED	66	4	21	18	23	44	25	9	3	7
CONTRIBUTED SERVICES						1		1		
MEAN SALARY	13,842		15,566	13,896	12,407	14,298	14,493	13,632		14,333
MEDIAN SALARY	13,250		15,400	13,500	12,144	13,350	13,700	13,788		12,300
DEVELOPMENT DIRECTOR										
NUMBER OF INDIVIDUALS	50	5	16	11	18	38	19	9	4	6
SALARIED	50	5	16	11	18	37	18	9	4	6
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	16,063	16,810	16,256	17,228	14,973	18,315	18,057	19,259		18,383
MEDIAN SALARY	15,370	17,000	14,875	17,500	15,220	18,000	18,250	18,000		16,750
PLACEMENT DIRECTOR										
NUMBER OF INDIVIDUALS	73	7	24	16	26	45	25	11	4	5
SALARIED	73	7	24	16	26	44	25	10	4	5
CONTRIBUTED SERVICES						1		1		
MEAN SALARY	12,851	12,447	14,140	11,204	12,704	11,287	11,579	11,246		11,140
MEDIAN SALARY	1[illegible]500	12,700	13,200	10,948	12,512	11,275	11,400	11,200		11,250
PUBLIC RELATIONS DIRECTOR										
NUMBER OF INDIVIDUALS	79	6	28	19	26	49	26	11	4	8
SALARIED	79	6	28	19	26	49	26	11	4	8
CONTRIBUTED SERVICES										
MEAN SALARY	15,446	14,680	17,186	13,568	15,123	14,983	15,153	15,512		14,110
MEDIAN SALARY	15,070	14,250	17,400	12,528	14,800	14,300	15,000	14,500		12,250
BUSINESS MANAGER										
NUMBER OF INDIVIDUALS	82	6	30	19	27	47	24	11	4	8
SALARIED	82	6	30	19	27	43	21	10	4	8
CONTRIBUTED SERVICES						4	3	1		
MEAN SALARY	23,657	25,205	24,901	22,156	22,987	24,570	25,121	24,475		23,088
MEDIAN SALARY	23,500	25,400	25,000	23,000	23,000	24,500	25,000	21,750		22,000
BOOKSTORE MANAGER										
NUMBER OF INDIVIDUALS	73	8	23	17	25	46	25	11	4	6
SALARIED	73	8	23	17	25	45	25	10	4	6
CONTRIBUTED SERVICES						1		1		
MEAN SALARY	12,017	11,918	11,618	11,657	12,660	11,182	12,103	9,686		8,744
MEDIAN SALARY	11,500	11,395	11,000	11,600	12,500	10,400	12,000	9,730		8,650

1-B.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN UNIVERSITIES (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
BUDGET OFFICER										
NUMBER OF INDIVIDUALS	74	8	26	16	24	45	26	9	4	6
SALARIED	74	8	26	16	24	45	26	9	4	6
CONTRIBUTED SERVICES										
MEAN SALARY	17,002	16,835	17,411	16,374	17,034	16,797	17,140	14,889		17,317
MEDIAN SALARY	16,375	16,875	17,100	16,000	16,225	15,715	16,400	15,000		15,750
FOOD SERVICES DIRECTOR										
NUMBER OF INDIVIDUALS	68	6	26	14	22	26	13	6	2	5
SALARIED	68	6	26	14	22	26	13	6	2	5
CONTRIBUTED SERVICES										
MEAN SALARY	13,494	14,873	14,137	12,497	12,993	14,291	15,274	12,675		14,870
MEDIAN SALARY	13,554	15,575	14,300	12,264	13,025	14,500	15,100	11,800		15,000
HOUSING DIRECTOR										
NUMBER OF INDIVIDUALS	80	6	28	19	27	35	19	8	4	4
SALARIED	80	6	28	19	27	35	19	8	4	4
CONTRIBUTED SERVICES										
MEAN SALARY	13,168	13,148	14,283	11,454	13,223	11,366	11,681	11,019		
MEDIAN SALARY	12,802	12,150	13,330	11,000	12,900	11,000	11,400	9,850		
NONACADEMIC PERSONNEL DIR.										
NUMBER OF INDIVIDUALS	72	7	28	16	21	34	21	6	3	4
SALARIED	72	7	28	16	21	34	21	[illegible]	3	4
CONTRIBUTED SERVICES										
MEAN SALARY	13,858	14,995	14,464	12,507	13,701	13,312	13,581	12,867		
MEDIAN SALARY	13,500	14,880	13,850	13,000	13,040	13,375	13,500	13,650		
PHYSICAL PLANT DIRECTOR										
NUMBER OF INDIVIDUALS	85	8	30	19	28	49	25	12	4	8
SALARIED	85	8	30	19	28	48	24	12	4	8
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	16,682	16,434	17,710	15,731	16,297	16,025	16,903	16,733		13,519
MEDIAN SALARY	16,500	16,500	17,000	15,950	16,500	15,750	16,450	16,000		12,800
PURCHASING AGENT										
NUMBER OF INDIVIDUALS	85	8	30	20	27	44	24	11	3	6
SALARIED	85	8	30	20	27	43	23	11	3	6
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	12,755	12,998	13,340	13,041	11,822	13,003	13,091	12,841		13,167
MEDIAN SALARY	12,500	14,100	13,010	12,750	11,700	12,000	12,500	12,000		10,500
ATHLETICS DIRECTOR										
NUMBER OF INDIVIDUALS	84	8	30	20	26	48	25	12	3	8
SALARIED	84	8	30	20	26	47	24	12	3	8
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	19,666	18,044	20,288	20,366	18,910	16,230	15,731	15,483		17,806
MEDIAN SALARY	19,000	17,550	20,000	20,460	18,000	15,600	15,100	15,550		18,475

I-E.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
PRESIDENT										
NUMBER OF INDIVIDUALS	278	71	59	90	58	838	267	280	162	129
SALARIED	278	71	59	90	58	671	191	223	152	105
CONTRIBUTED SERVICES						167	76	57	10	24
MEAN SALARY	23,580	23,550	25,962	21,848	23,881	19,991	23,495	19,220	18,259	17,762
MEDIAN SALARY	22,500	22,220	25,000	20,500	22,500	20,000	22,728	19,500	18,000	17,000
EXECUTIVE VICE PRESIDENT										
NUMBER OF INDIVIDUALS	88	18	22	21	27	210	83	63	30	34
SALARIED	88	18	22	21	27	166	58	52	27	29
CONTRIBUTED SERVICES						44	25	11	3	5
MEAN SALARY	18,489	18,556	19,647	17,133	18,555	15,466	17,738	15,274	12,931	13,626
MEDIAN SALARY	18,968	18,690	19,770	16,500	18,936	15,000	17,500	15,000	12,800	13,500
INSTITUTIONAL STUDIES DIR.										
NUMBER OF INDIVIDUALS	75	14	17	21	23	69	17	30	14	8
SALARIED	75	14	17	21	23	58	13	25	13	7
CONTRIBUTED SERVICES						11	4	5	1	1
MEAN SALARY	14,651	16,473	14,973	13,441	14,411	12,128	12,858	12,066	11,809	11,589
MEDIAN SALARY	15,000	16,340	14,800	13,400	15,200	11,500	11,000	11,500	12,360	11,322
PLANNING DIRECTOR										
NUMBER OF INDIVIDUALS	53	14	13	8	18	53	23	16	10	4
SALARIED	53	14	13	8	18	43	16	14	9	4
CONTRIBUTED SERVICES						10	7	2	1	
MEAN SALARY	16,368	16,402	16,013	15,097	17,164	13,862	14,741	14,107	12,411	
MEDIAN SALARY	16,370	15,685	16,250	13,380	18,449	13,800	14,150	14,750	12,500	
ACADEMIC DEAN										
NUMBER OF INDIVIDUALS	252	64	52	83	53	755	242	254	149	110
SALARIED	252	64	52	83	53	605	174	203	142	86
CONTRIBUTED SERVICES						150	68	51	7	24
MEAN SALARY	19,362	19,219	20,235	18,843	19,492	15,303	17,458	14,952	14,136	13,699
MEDIAN SALARY	18,500	18,213	19,600	18,000	19,500	15,000	16,900	15,000	14,000	13,676
AUDIOVISUAL DIRECTOR										
NUMBER OF INDIVIDUALS	131	36	35	25	35	107	37	38	17	15
SALARIED	131	36	35	25	35	92	30	32	17	13
CONTRIBUTED SERVICES						15	7	6		2
MEAN SALARY	12,313	13,573	12,347	10,732	12,113	8,206	8,781	8,000	7,580	8,203
MEDIAN SALARY	11,875	12,932	11,826	10,212	11,250	7,892	8,000	7,550	7,500	8,000
EVENING SCHOOL DIRECTOR										
NUMBER OF INDIVIDUALS	49	19	6	14	10	95	46	24	13	12
SALARIED	49	19	6	14	10	80	36	22	12	10
CONTRIBUTED SERVICES						15	10	2	1	2
MEAN SALARY	14,771	16,473	17,718	12,986	12,269	11,659	12,700	11,316	10,363	10,225
MEDIAN SALARY	14,160	15,249	19,063	13,125	11,610	12,000	13,000	12,000	10,500	10,244
EXTENSION DIRECTOR										
NUMBER OF INDIVIDUALS	72	14	22	21	15	44	21	9	6	8
SALARIED	72	14	22	21	15	41	20	8	6	7
CONTRIBUTED SERVICES						3	1	1		1
MEAN SALARY	14,683	18,360	15,385	14,026	11,138	11,240	11,647	11,301	11,060	10,164
MEDIAN SALARY	14,492	18,343	14,990	14,000	10,452	10,700	10,850	12,200	10,100	8,750
GRADUATE DEAN										
NUMBER OF INDIVIDUALS	158	42	40	43	33	136	49	39	16	32
SALARIED	158	42	40	43	33	109	39	32	16	22
CONTRIBUTED SERVICES						27	10	7		10
MEAN SALARY	18,127	18,912	18,530	17,511	17,443	14,680	17,608	13,049	13,231	12,916
MEDIAN SALARY	17,780	17,780	18,170	17,000	18,000	14,000	16,800	12,300	13,250	12,500

1-C.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
ORGANIZED RESEARCH DIR.										
NUMBER OF INDIVIDUALS	60	15	12	19	14	45	25	10	5	5
SALARIED	59	15	12	18	14	43	24	10	4	5
CONTRIBUTED SERVICES	1			1		2	1		1	
MEAN SALARY	16,120	16,175	16,877	16,297	15,187	14,896	15,553	14,955		11,920
MEDIAN SALARY	15,475	16,315	16,575	15,000	15,551	14,400	15,500	15,350		12,000
SUMMER SESSIONS DIRECTOR										
NUMBER OF INDIVIDUALS	48	14	10	9	15	93	36	22	14	21
SALARIED	48	14	10	9	15	56	16	13	12	15
CONTRIBUTED SERVICES						37	20	9	2	6
MEAN SALARY	15,472	14,694	19,263	11,824	15,859	10,746	9,928	12,483	11,368	9,616
MEDIAN SALARY	15,300	14,720	19,250	13,800	16,212	11,275	10,100	13,500	10,500	11,000
DEAN OF STUDENTS										
NUMBER OF INDIVIDUALS	247	57	58	78	54	624	197	219	112	96
SALARIED	246	57	58	77	54	517	149	185	106	77
CONTRIBUTED SERVICES	1			1		107	48	34	6	19
MEAN SALARY	15,720	16,303	16,628	14,395	16,017	11,296	12,396	11,181	10,490	10,555
MEDIAN SALARY	15,500	15,980	16,575	14,508	15,950	10,829	12,000	10,800	10,300	10,380
ADMISSIONS DIRECTOR										
NUMBER OF INDIVIDUALS	213	64	43	62	44	633	220	215	112	86
SALARIED	213	64	43	62	44	547	177	183	108	79
CONTRIBUTED SERVICES						86	43	32	4	7
MEAN SALARY	12,687	13,726	13,096	11,380	12,619	10,165	10,981	9,887	9,460	9,942
MEDIAN SALARY	12,374	13,709	12,500	11,382	13,258	10,000	10,500	9,700	9,500	10,000
COLLEGE UNION DIRECTOR										
NUMBER OF INDIVIDUALS	156	24	45	52	35	175	53	71	33	18
SALARIED	156	24	45	52	35	164	47	66	33	18
CONTRIBUTED SERVICES						11	6	5		
MEAN SALARY	10,208	10,955	11,356	8,688	10,478	8,175	9,453	8,047	7,036	7,393
MEDIAN SALARY	9,975	10,392	11,000	8,328	10,000	8,030	9,300	8,150	7,500	7,500
FOR. STUDENT AFFAIRS DIR.										
NUMBER OF INDIVIDUALS	40	9	10	9	12	60	16	26	5	13
SALARIED	40	9	10	9	12	36	11	15	5	5
CONTRIBUTED SERVICES						24	5	11		8
MEAN SALARY	10,741	12,003	11,255	9,126	10,578	10,217	11,109	10,247	8,540	9,840
MEDIAN SALARY	9,632	11,620	9,875	9,000	11,304	9,050	9,900	8,700	8,200	9,990
REGISTRAR										
NUMBER OF INDIVIDUALS	229	57	52	76	44	696	233	230	133	100
SALARIED	229	57	52	76	44	587	187	190	127	83
CONTRIBUTED SERVICES						109	46	40	6	17
MEAN SALARY	12,118	11,822	13,026	11,799	11,979	8,856	9,548	8,876	8,111	8,388
MEDIAN SALARY	12,120	12,000	12,840	12,110	11,694	8,800	9,300	8,950	8,100	8,000
STUDENT AID DIRECTOR										
NUMBER OF INDIVIDUALS	188	33	50	69	36	374	115	127	74	58
SALARIED	188	33	50	69	36	334	99	113	74	48
CONTRIBUTED SERVICES						40	16	14		10
MEAN SALARY	10,179	10,744	10,820	9,064	10,907	8,174	8,773	8,223	7,215	8,300
MEDIAN SALARY	10,000	10,320	10,433	9,000	10,548	8,000	8,500	8,300	7,000	7,950
STUDENT HEALTH DIRECTOR										
NUMBER OF INDIVIDUALS	149	31	37	45	36	277	97	89	53	38
SALARIED	148	31	37	44	36	239	85	71	51	32
CONTRIBUTED SERVICES	1			1		38	12	18	2	6
MEAN SALARY	11,646	11,153	12,295	10,925	12,284	7,576	9,019	7,495	5,535	7,177
MEDIAN SALARY	10,166	9,331	11,600	10,266	8,658	6,000	7,000	6,240	5,000	6,000

I-C.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
DEAN OF MEN										
NUMBER OF INDIVIDUALS	175	37	37	66	35	286	77	91	72	46
SALARIED	175	37	37	66	35	254	58	85	71	40
CONTRIBUTED SERVICES						32	19	6	1	6
MEAN SALARY	11,785	12,109	13,280	10,821	11,682	9,085	9,745	9,255	8,504	8,797
MEDIAN SALARY	11,500	11,860	13,000	10,800	11,333	9,000	9,770	9,100	8,000	8,750
DEAN OF WOMEN										
NUMBER OF INDIVIDUALS	205	38	48	75	44	384	91	132	103	58
SALARIED	205	38	48	75	44	359	83	119	102	55
CONTRIBUTED SERVICES						25	8	13	1	3
MEAN SALARY	11,365	12,427	11,888	10,329	11,643	8,247	9,098	8,744	7,551	7,176
MEDIAN SALARY	11,000	12,405	11,620	10,440	11,000	8,250	9,000	8,900	7,500	7,000
VICE PRES., DEVELOPMENT										
NUMBER OF INDIVIDUALS	48	8	13	16	11	348	101	137	56	54
SALARIED	48	8	13	16	11	321	92	128	54	47
CONTRIBUTED SERVICES						27	9	9	2	7
MEAN SALARY	15,724	16,324	16,844	14,607	15,589	14,285	16,189	13,755	12,479	14,076
MEDIAN SALARY	15,350	14,415	16,000	15,100	15,840	14,040	15,800	14,000	12,250	14,500
ALUMNI SECRETARY										
NUMBER OF INDIVIDUALS	101	19	25	43	14	458	156	153	92	57
SALARIED	101	19	25	43	14	422	145	136	90	51
CONTRIBUTED SERVICES						36	11	17	2	6
MEAN SALARY	9,470	8,804	9,882	9,448	9,706	8,522	9,032	8,741	7,624	8,070
MEDIAN SALARY	9,350	8,562	10,000	9,040	10,010	8,400	8,700	8,800	7,400	8,000
DEVELOPMENT DIRECTOR										
NUMBER OF INDIVIDUALS	40	3	11	17	9	389	136	123	71	59
SALARIED	40	3	11	17	9	364	123	117	70	54
CONTRIBUTED SERVICES						25	13	6	1	5
MEAN SALARY	13,508		13,342	12,880	12,467	11,999	12,811	11,752	11,232	11,681
MEDIAN SALARY	13,350		13,500	12,420	11,700	12,000	12,600	11,800	10,550	11,600
PLACEMENT DIRECTOR										
NUMBER OF INDIVIDUALS	162	36	43	45	38	255	112	80	32	31
SALARIED	162	36	43	45	38	238	108	73	30	27
CONTRIBUTED SERVICES						17	4	7	2	4
MEAN SALARY	12,283	13,795	13,472	10,068	12,126	8,612	8,930	8,537	8,064	8,148
MEDIAN SALARY	11,915	13,630	13,120	10,250	11,622	8,600	8,815	8,600	7,915	8,500
PUBLIC RELATIONS DIRECTOR										
NUMBER OF INDIVIDUALS	209	50	40	77	42	506	164	172	99	71
SALARIED	209	50	40	77	42	482	152	164	98	68
CONTRIBUTED SERVICES						24	12	8	1	3
MEAN SALARY	11,208	11,947	12,246	10,202	11,185	9,292	10,176	9,156	8,357	8,988
MEDIAN SALARY	10,992	12,023	12,000	9,900	11,244	9,000	9,650	9,000	8,050	8,550
BUSINESS MANAGER										
NUMBER OF INDIVIDUALS	262	66	55	85	56	756	237	262	148	109
SALARIED	262	66	55	85	56	650	185	226	146	93
CONTRIBUTED SERVICES						106	52	36	2	16
MEAN SALARY	15,359	13,878	16,996	14,692	16,510	13,304	14,932	13,159	12,112	12,291
MEDIAN SALARY	15,000	12,713	17,000	14,004	16,952	13,000	14,000	13,000	12,000	11,820
BOOKSTORE MANAGER										
NUMBER OF INDIVIDUALS	191	38	33	82	38	513	164	166	109	74
SALARIED	191	38	33	82	38	468	145	151	107	65
CONTRIBUTED SERVICES						45	19	15	2	9
MEAN SALARY	7,680	7,509	8,413	7,067	8,540	6,013	6,623	6,107	5,152	5,850
MEDIAN SALARY	7,500	7,390	9,120	6,714	8,300	5,600	6,200	5,880	4,800	5,800

I-C.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
BUDGET OFFICER										
NUMBER OF INDIVIDUALS	130	23	24	44	39	318	119	109	55	35
SALARIED	130	23	24	44	39	296	111	99	53	33
CONTRIBUTED SERVICES						22	8	10	2	2
MEAN SALARY	12,102	10,818	13,399	11,945	12,237	10,621	11,184	10,697	9,523	10,267
MEDIAN SALARY	11,800	11,128	13,500	11,970	11,800	10,045	10,500	10,400	9,300	10,000
FOOD SERVICES DIRECTOR										
NUMBER OF INDIVIDUALS	137	25	26	61	25	338	98	112	83	45
SALARIED	137	25	26	61	25	312	86	103	82	41
CONTRIBUTED SERVICES						26	12	9	1	4
MEAN SALARY	9,903	10,111	10,428	9,260	10,716	8,250	9,233	8,741	7,031	7,394
MEDIAN SALARY	9,600	10,157	10,000	9,000	10,000	7,800	9,400	7,836	6,788	7,200
HOUSING DIRECTOR										
NUMBER OF INDIVIDUALS	121	19	33	35	34	153	67	38	21	27
SALARIED	121	19	33	35	34	125	51	33	20	21
CONTRIBUTED SERVICES						28	16	5	1	6
MEAN SALARY	9,677	9,710	10,554	8,116	10,414	7,398	8,033	7,141	6,059	7,537
MEDIAN SALARY	9,520	9,538	10,425	8,500	10,250	7,000	7,500	6,900	5,650	7,000
NONACADEMIC PERSONNEL DIR.										
NUMBER OF INDIVIDUALS	85	14	25	28	18	98	40	32	8	18
SALARIED	85	14	25	28	18	77	28	28	7	14
CONTRIBUTED SERVICES						21	12	4	1	4
MEAN SALARY	10,319	10,181	10,349	9,916	11,012	9,664	10,549	8,862	9,071	9,796
MEDIAN SALARY	10,032	8,920	9,720	10,000	10,930	9,200	9,600	8,350	8,100	10,000
PHYSICAL PLANT DIRECTOR										
NUMBER OF INDIVIDUALS	230	47	48	85	50	583	184	193	123	83
SALARIED	230	47	48	85	50	542	164	182	118	78
CONTRIBUTED SERVICES						41	20	11	5	5
MEAN SALARY	11,053	10,995	12,407	10,158	11,327	9,023	10,108	9,089	7,827	8,394
MEDIAN SALARY	10,900	10,954	11,695	9,600	11,838	8,500	9,790	8,500	7,500	7,900
PURCHASING AGENT										
NUMBER OF INDIVIDUALS	153	33	25	55	40	198	76	69	23	30
SALARIED	153	33	25	55	40	168	59	61	23	25
CONTRIBUTED SERVICES						30	17	8		5
MEAN SALARY	9,228	7,700	10,349	8,963	10,151	8,687	9,580	8,451	7,771	7,995
MEDIAN SALARY	9,008	7,722	10,800	8,940	9,844	8,400	9,000	8,250	7,200	8,000
ATHLETICS DIRECTOR										
NUMBER OF INDIVIDUALS	166	35	43	49	39	308	103	91	67	47
SALARIED	166	35	43	49	39	299	97	90	67	45
CONTRIBUTED SERVICES						9	6	1		2
MEAN SALARY	13,364	12,629	14,250	12,703	13,877	10,522	11,353	10,634	9,665	9,781
MEDIAN SALARY	13,000	12,300	13,500	12,220	13,992	10,250	11,125	10,300	9,100	9,756

I-D.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
PRESIDENT										
NUMBER OF INDIVIDUALS	425	70	110	93	152	191	69	46	60	16
SALARIED	424	70	109	93	152	151	49	33	54	15
CONTRIBUTED SERVICES	1		1			40	20	13	6	1
MEAN SALARY	19,266	20,711	19,068	16,325	20,541	16,788	22,021	15,533	13,953	12,661
MEDIAN SALARY	19,200	21,000	18,500	16,030	20,000	15,000	22,000	15,000	13,600	12,000
EXECUTIVE VICE PRESIDENT										
NUMBER OF INDIVIDUALS	87	17	26	16	28	38	17	10	9	2
SALARIED	87	17	26	16	28	33	13	9	9	2
CONTRIBUTED SERVICES						5	4	1		
MEAN SALARY	16,292	15,884	17,154	12,572	17,864	14,566	18,638	12,811	10,369	
MEDIAN SALARY	16,000	15,216	17,688	12,453	19,006	12,200	18,000	12,000	10,000	
INSTITUTIONAL STUDIES DIR.										
NUMBER OF INDIVIDUALS	39	9	12	9	9	8	6	1	1	
SALARIED	39	9	12	9	9	7	6		1	
CONTRIBUTED SERVICES						1		1		
MEAN SALARY	13,207	11,772	13,217	11,992	15,843	11,921	12,300			
MEDIAN SALARY	12,700	11,140	13,762	12,000	17,750	9,800	11,900			
PLANNING DIRECTOR										
NUMBER OF INDIVIDUALS	35	10	9	8	8	3	2	1		
SALARIED	35	10	9	8	8	3	2	1		
CONTRIBUTED SERVICES										
MEAN SALARY	14,301	12,546	14,775	13,747	16,518					
MEDIAN SALARY	13,910	12,983	15,225	13,125	16,318					
ACADEMIC DEAN										
NUMBER OF INDIVIDUALS	358	60	82	87	129	164	62	33	54	15
SALARIED	358	60	82	87	129	139	47	28	50	14
CONTRIBUTED SERVICES						25	15	5	4	1
MEAN SALARY	14,920	15,451	15,038	12,951	15,926	11,650	14,338	11,371	9,936	9,305
MEDIAN SALARY	14,800	15,275	15,000	13,000	15,840	11,000	14,500	10,800	10,000	8,577
AUDIOVISUAL DIRECTOR										
NUMBER OF INDIVIDUALS	71	20	18	12	21	10	6	3	1	
SALARIED	71	20	18	12	21	7	4	2	1	
CONTRIBUTED SERVICES						3	2	1		
MEAN SALARY	10,705	9,695	10,753	9,494	12,317	6,913				
MEDIAN SALARY	10,230	9,269	10,095	9,687	11,830	6,890				
EVENING SCHOOL DIRECTOR										
NUMBER OF INDIVIDUALS	181	31	31	34	85	14	10	2	2	
SALARIED	181	31	31	34	85	12	8	2	2	
CONTRIBUTED SERVICES						2	2			
MEAN SALARY	13,397	11,861	13,179	10,721	15,107	10,525	11,638			
MEDIAN SALARY	13,200	12,000	14,000	10,243	15,456	10,600	11,550			
EXTENSION DIRECTOR										
NUMBER OF INDIVIDUALS	75	11	18	24	22	8	4	3	1	
SALARIED	75	11	18	24	22	7	3	3	1	
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	12,572	12,061	13,072	11,051	14,077	9,591				
MEDIAN SALARY	12,093	11,990	12,955	11,256	12,756	9,000				

1-D.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
ORGANIZED RESEARCH DIR.										
NUMBER OF INDIVIDUALS	9		5		4	2	1	1		
SALARIED	9		5		4	2	1	1		
CONTRIBUTED SERVICES										
MEAN SALARY	13,795		13,800							
MEDIAN SALARY	14,310		13,000							
SUMMER SESSIONS DIRECTOR										
NUMBER OF INDIVIDUALS	10	4	2		4	6	3	3		
SALARIED	10	4	2		4	1		1		
CONTRIBUTED SERVICES						5	3	2		
MEAN SALARY	14,641									
MEDIAN SALARY	16,232									
DEAN OF STUDENTS										
NUMBER OF INDIVIDUALS	340	61	73	75	131	122	45	32	36	9
SALARIED	339	61	72	75	131	97	32	22	34	9
CONTRIBUTED SERVICES	1		1			25	13	10	2	
MEAN SALARY	13,658	13,663	13,793	11,502	14,816	9,313	10,719	8,995	8,409	8,510
MEDIAN SALARY	13,500	14,000	14,500	11,124	15,000	9,250	10,250	9,000	8,100	9,000
ADMISSIONS DIRECTOR										
NUMBER OF INDIVIDUALS	190	50	43	41	56	116	48	28	34	6
SALARIED	190	50	43	41	56	100	39	22	33	6
CONTRIBUTED SERVICES						16	9	6	1	
MEAN SALARY	11,982	11,099	12,461	10,374	13,581	8,807	9,817	8,776	8,032	6,620
MEDIAN SALARY	11,500	11,232	12,667	10,610	13,100	8,500	10,000	8,600	7,800	6,520
COLLEGE UNION DIRECTOR										
NUMBER OF INDIVIDUALS	71	18	8	10	35	16	5	2	8	1
SALARIED	71	18	8	10	35	16	5	2	8	1
CONTRIBUTED SERVICES										
MEAN SALARY	10,345	9,541	11,174	7,930	11,259	6,361	7,180		5,510	
MEDIAN SALARY	9,888	8,920	11,164	7,620	10,190	6,600	7,000		6,600	
FOR. STUDENT AFFAIRS DIR.										
NUMBER OF INDIVIDUALS	8		4		4	5	1	3	1	
SALARIED	8		4		4	4	1	2	1	
CONTRIBUTED SERVICES						1		1		
MEAN SALARY	12,082									
MEDIAN SALARY	11,643									
REGISTRAR										
NUMBER OF INDIVIDUALS	233	46	48	61	78	118	44	30	32	12
SALARIED	233	46	48	61	78	97	33	22	30	12
CONTRIBUTED SERVICES						21	11	8	2	
MEAN SALARY	10,163	9,793	10,443	8,965	11,145	7,674	8,067	8,933	6,818	6,424
MEDIAN SALARY	9,700	10,000	10,056	8,844	10,739	7,700	8,600	8,404	6,800	5,735
STUDENT AID DIRECTOR										
NUMBER OF INDIVIDUALS	103	28	20	24	31	30	9	7	12	2
SALARIED	103	28	20	24	31	26	6	6	12	2
CONTRIBUTED SERVICES						4	3	1		
MEAN SALARY	10,078	9,071	10,771	9,359	11,098	7,122	7,617	8,267	6,679	
MEDIAN SALARY	10,000	8,500	10,580	9,750	11,100	7,150	7,750	7,840	6,250	
STUDENT HEALTH DIRECTOR										
NUMBER OF INDIVIDUALS	51	7	7	10	27	39	13	8	15	3
SALARIED	51	7	7	10	27	32	9	7	13	3
CONTRIBUTED SERVICES						7	4	1	2	
MEAN SALARY	8,698	6,367	8,049	8,097	9,694	4,971	6,156	4,313	4,742	
MEDIAN SALARY	8,330	6,510	7,403	7,863	9,500	4,810	5,000	3,900	4,820	

I-D.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC					PRIVATE				
	TOTAL (2)	NORTH ATLANTIC (3)	GREAT LAKES AND PLAINS (4)	SOUTHEAST (5)	WEST AND SOUTHWEST (6)	TOTAL (7)	NORTH ATLANTIC (8)	GREAT LAKES AND PLAINS (9)	SOUTHEAST (10)	WEST AND SOUTHWEST (11)
DEAN OF MEN										
NUMBER OF INDIVIDUALS	91	12	16	16	47	44	14	9	16	5
SALARIED	90	12	15	16	47	39	11	9	14	5
CONTRIBUTED SERVICES	1		1			5	3		2	
MEAN SALARY	11,982	10,478	12,283	10,243	12,861	7,158	8,823	6,378	6,752	6,036
MEDIAN SALARY	11,223	10,747	11,500	9,000	12,100	7,080	9,000	6,500	6,825	5,160
DEAN OF WOMEN										
NUMBER OF INDIVIDUALS	92	11	14	18	49	58	16	14	22	6
SALARIED	91	11	13	18	49	54	15	12	21	6
CONTRIBUTED SERVICES	1		1			4	1	2	1	
MEAN SALARY	10,908	9,198	9,830	8,972	12,289	6,738	8,202	6,324	6,193	5,818
MEDIAN SALARY	10,130	9,180	9,500	8,006	12,342	7,150	8,500	5,825	6,500	5,700
VICE PRES., DEVELOPMENT										
NUMBER OF INDIVIDUALS	23	7	6	4	6	38	7	12	14	5
SALARIED	23	7	6	4	6	38	7	12	14	5
CONTRIBUTED SERVICES										
MEAN SALARY	14,529	14,294	14,498		16,789	11,621	14,043	11,930	10,823	9,720
MEDIAN SALARY	12,750	12,650	15,100		17,010	11,885	15,500	11,250	11,710	8,400
ALUMNI SECRETARY										
NUMBER OF INDIVIDUALS	7	2	3	1	1	46	25	8	13	
SALARIED	6	2	2	1	1	42	23	7	12	
CONTRIBUTED SERVICES	1		1			4	2	1	1	
MEAN SALARY	7,139					6,022	6,316	6,229	5,338	
MEDIAN SALARY	6,400					6,050	6,300	6,200	5,800	
DEVELOPMENT DIRECTOR										
NUMBER OF INDIVIDUALS	11	3	4	2	2	40	12	10	14	4
SALARIED	11	3	4	2	2	38	11	9	14	4
CONTRIBUTED SERVICES						2	1	1		
MEAN SALARY	12,752					10,356	11,334	10,491	10,386	
MEDIAN SALARY	12,000					10,000	10,200	9,500	9,750	
PLACEMENT DIRECTOR										
NUMBER OF INDIVIDUALS	47	14	7	5	21	28	18	6	4	
SALARIED	47	14	7	5	21	27	17	6	4	
CONTRIBUTED SERVICES						1	1			
MEAN SALARY	10,943	9,960	11,966	10,342	11,401	7,573	7,918	7,150		
MEDIAN SALARY	10,320	9,055	12,364	10,320	11,045	7,800	7,920	6,500		
PUBLIC RELATIONS DIRECTOR										
NUMBER OF INDIVIDUALS	122	23	20	25	54	62	23	11	21	7
SALARIED	122	23	20	25	54	59	22	10	20	7
CONTRIBUTED SERVICES						3	1	1	1	
MEAN SALARY	10,210	9,606	11,184	8,919	10,704	8,037	8,654	7,267	7,440	8,903
MEDIAN SALARY	9,450	9,400	11,217	7,800	9,475	8,000	8,880	7,030	7,600	9,600
BUSINESS MANAGER										
NUMBER OF INDIVIDUALS	300	56	55	81	108	140	47	31	48	14
SALARIED	299	56	54	81	108	123	38	26	45	14
CONTRIBUTED SERVICES	1		1			17	9	5	3	
MEAN SALARY	12,864	12,358	13,783	10,715	14,278	10,306	12,514	10,524	8,971	8,200
MEDIAN SALARY	12,181	12,092	13,550	10,500	13,500	9,780	11,977	9,890	8,500	8,188
BOOKSTORE MANAGER										
NUMBER OF INDIVIDUALS	162	24	34	38	66	81	35	17	25	4
SALARIED	162	24	34	38	66	67	27	12	24	4
CONTRIBUTED SERVICES						14	8	5	1	
MEAN SALARY	6,450	6,325	6,920	5,590	6,748	5,074	5,625	4,975	4,476	
MEDIAN SALARY	6,000	6,178	6,834	4,931	6,388	5,000	5,500	4,850	4,788	

I-D.--MEAN AND MEDIAN SALARIES OF ADMINISTRATORS, BY CONTROL AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS (CONTINUED)

TITLE OF POSITION (1)	PUBLIC TOTAL (2)	PUBLIC NORTH ATLANTIC (3)	PUBLIC GREAT LAKES AND PLAINS (4)	PUBLIC SOUTHEAST (5)	PUBLIC WEST AND SOUTHWEST (6)	PRIVATE TOTAL (7)	PRIVATE NORTH ATLANTIC (8)	PRIVATE GREAT LAKES AND PLAINS (9)	PRIVATE SOUTHEAST (10)	PRIVATE WEST AND SOUTHWEST (11)
BUDGET OFFICER										
NUMBER OF INDIVIDUALS	89	10	24	15	40	44	26	8	7	3
SALARIED	89	10	24	15	40	36	21	6	6	3
CONTRIBUTED SERVICES						8	5	2	1	
MEAN SALARY	10,660	10,891	11,091	9,265	10,866	9,762	10,215	10,783	7,483	
MEDIAN SALARY	10,404	11,190	12,100	9,600	10,750	9,350	9,500	9,750	7,350	
FOOD SERVICES DIRECTOR										
NUMBER OF INDIVIDUALS	76	7	16	17	36	78	22	16	32	8
SALARIED	76	7	16	17	36	66	17	13	28	8
CONTRIBUTED SERVICES						12	5	3	4	
MEAN SALARY	7,237	8,443	8,731	5,771	7,031	6,403	8,347	6,122	5,766	4,956
MEDIAN SALARY	7,140	8,590	9,475	5,160	6,840	6,000	8,320	5,280	5,450	4,993
HOUSING DIRECTOR										
NUMBER OF INDIVIDUALS	17	6	4	2	5	22	10	5	7	
SALARIED	17	6	4	2	5	20	9	4	7	
CONTRIBUTED SERVICES						2	1	1		
MEAN SALARY	8,665	9,114			6,593	6,700	7,422		6,183	
MEDIAN SALARY	8,802	9,118			7,420	6,547	6,700		6,750	
NONACADEMIC PERSONNEL DIR.										
NUMBER OF INDIVIDUALS	23	5	6	5	7	8	4	1	2	1
SALARIED	23	5	6	5	7	5	2	1	1	1
CONTRIBUTED SERVICES						3	2		1	
MEAN SALARY	11,905	9,453	10,777	9,966	16,008	5,876				
MEDIAN SALARY	12,000	8,860	11,000	11,151	16,000	4,500				
PHYSICAL PLANT DIRECTOR										
NUMBER OF INDIVIDUALS	147	20	27	38	62	91	39	18	29	5
SALARIED	147	20	27	38	62	84	33	18	28	5
CONTRIBUTED SERVICES						7	6		1	
MEAN SALARY	8,978	9,263	10,022	7,091	9,587	7,281	8,836	6,724	6,104	5,612
MEDIAN SALARY	8,700	9,203	11,150	6,600	9,540	7,100	8,600	7,050	5,850	5,160
PURCHASING AGENT										
NUMBER OF INDIVIDUALS	68	14	18	13	23	18	13	2	2	1
SALARIED	68	14	18	13	23	15	10	2	2	1
CONTRIBUTED SERVICES						3	3			
MEAN SALARY	9,143	8,262	10,216	7,901	9,542	7,219	7,628			
MEDIAN SALARY	9,077	7,551	10,350	7,800	9,500	6,800	7,400			
ATHLETICS DIRECTOR										
NUMBER OF INDIVIDUALS	106	12	22	25	47	44	8	9	23	4
SALARIED	106	12	22	25	47	39	4	8	23	4
CONTRIBUTED SERVICES						5	4	1		
MEAN SALARY	11,234	11,442	10,942	9,873	12,041	7,593		8,300	7,410	
MEDIAN SALARY	11,000	12,071	10,615	9,657	12,000	7,275		7,800	7,176	

2-A.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	13	122	141	142	142	19	47	235	241	254	279	75
NUMBER OF INDIVIDUALS												
SALARIED	42	3,581	5,158	7,720	5,305	936	94	6,990	6,441	9,698	6,669	1,254
CONTRIBUTED SERVICES		48	59	58	12		32	608	457	744	489	48
MEAN SALARY	20,138	15,231	11,762	9,639	7,759	8,279	16,580	15,681	11,406	9,270	7,357	8,750
MEDIAN SALARY	16,000	14,561	11,455	9,514	7,714	8,789	17,333	15,342	11,329	9,291	7,402	8,462
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	104	33	34	32	24	8	201	99	85	79	72	37
NUMBER OF INDIVIDUALS												
SALARIED	274	1,228	1,117	1,383	457	243	495	1,674	1,163	1,297	993	1,160
CONTRIBUTED SERVICES		19	26	41	23		64	193	111	167	129	144
MEAN SALARY	18,828	18,712	14,315	11,581	8,917	9,980	18,402	16,801	12,756	10,302	8,011	11,296
MEDIAN SALARY	17,926	18,446	14,330	11,551	8,781	9,642	18,300	16,847	12,726	10,002	7,771	10,971
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	19	98	103	106	179	51	25	240	230	234	270	37
NUMBER OF INDIVIDUALS												
SALARIED	38	7,802	7,866	13,129	12,536	1,618	30	3,567	3,560	5,373	4,167	353
CONTRIBUTED SERVICES	1	118	100	121	50	4	27	434	385	474	428	32
MEAN SALARY	15,886	15,400	11,874	9,816	8,064	8,986	13,616	13,351	10,450	8,754	7,213	7,884
MEDIAN SALARY	15,461	15,087	11,845	9,826	7,905	9,125	15,500	12,946	10,443	8,767	7,284	7,698
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	137	67	69	68	84	33	209	131	108	99	80	21
NUMBER OF INDIVIDUALS												
SALARIED	585	3,017	2,018	2,150	1,380	752	351	946	753	994	621	165
CONTRIBUTED SERVICES	3	35	13	53	8	6	46	123	117	114	131	17
MEAN SALARY	20,627	18,725	14,518	11,974	9,586	10,955	16,518	12,525	11,179	9,597	7,458	9,423
MEDIAN SALARY	20,300	18,596	14,563	12,096	9,365	10,243	15,987	12,395	11,102	9,503	7,503	8,868
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	20	122	125	134	174	34	17	167	165	164	191	39
NUMBER OF INDIVIDUALS												
SALARIED	53	5,136	5,292	9,064	7,803	940	28	2,523	2,204	3,210	2,679	427
CONTRIBUTED SERVICES	1	14	16	72	35		4	181	103	132	6,666	4
MEAN SALARY	16,296	13,712	11,139	9,217	7,241	8,706	15,439	11,935	9,556	8,108	6,740	7,379
MEDIAN SALARY	15,562	13,388	11,006	9,152	7,236	8,618	12,000	11,534	9,541	8,166	6,704	7,226
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	152	88	92	92	98	36	167	66	47	51	46	14
NUMBER OF INDIVIDUALS												
SALARIED	491	2,400	1,879	2,302	1,819	623	247	519	394	442	328	203
CONTRIBUTED SERVICES		13	10	56	10	54	11	24	30	74	73	19
MEAN SALARY	18,201	16,269	13,113	11,109	8,445	12,040	14,607	12,663	11,188	8,884	6,971	8,166
MEDIAN SALARY	18,133	16,149	13,040	11,086	8,373	11,401	14,340	11,992	10,750	8,929	6,933	7,768
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	16	110	107	108	191	49	16	106	114	118	112	26
NUMBER OF INDIVIDUALS												
SALARIED	44	8,233	7,298	11,340	11,019	3,446	24	2,085	1,924	2,747	1,513	169
CONTRIBUTED SERVICES		70	70	53	70	40	11	254	201	324	186	19
MEAN SALARY	16,690	15,159	11,765	9,770	8,946	10,188	13,048	14,620	10,489	8,786	7,069	8,102
MEDIAN SALARY	15,857	14,748	11,663	9,729	8,418	10,258	13,200	14,076	10,369	8,707	7,036	8,015
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	160	70	57	57	85	27	99	55	49	43	35	12
NUMBER OF INDIVIDUALS												
SALARIED	987	2,480	1,819	2,077	1,616	955	183	507	353	389	193	251
CONTRIBUTED SERVICES	2	27	24	85	22	1	26	64	39	75	31	69
MEAN SALARY	19,785	18,713	14,042	11,527	9,925	10,269	15,880	15,082	11,402	8,911	6,364	9,032
MEDIAN SALARY	19,892	18,255	13,929	11,485	9,552	8,935	15,250	14,010	11,513	9,189	6,402	8,663
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	88	452	476	490	686	153	105	748	750	774	852	177
NUMBER OF INDIVIDUALS												
SALARIED	177	24,754	25,614	41,253	36,663	6,940	178	15,125	14,129	21,025	15,028	2,203
CONTRIBUTED SERVICES	2	260	245	304	167	44	74	1,397	1,146	1,678	7,769	103
MEAN SALARY	17,818	14,945	11,669	9,639	8,110	9,450	15,425	14,361	10,752	8,897	7,178	8,296
MEDIAN SALARY	15,671	14,610	11,584	9,625	7,794	9,370	15,900	14,006	10,724	8,919	7,222	8,050
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	553	258	252	249	291	104	676	351	289	266	233	84
NUMBER OF INDIVIDUALS												
SALARIED	1,937	9,125	6,833	7,912	5,272	2,573	1,276	3,646	2,663	3,082	2,135	1,779
CONTRIBUTED SERVICES	5	94	73	235	63	61	147	484	297	430	364	245
MEAN SALARY	19,802	18,074	13,972	11,536	9,238	10,871	16,865	14,864	11,899	9,696	7,541	10,446
MEDIAN SALARY	19,200	17,836	13,961	11,547	8,912	9,945	16,393	14,763	11,870	9,639	7,524	9,714

2-B.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS WITH ENROLLMENTS UNDER 1,000

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	23	32	32	34	3	24	88	94	107	124	35
NUMBER OF INDIVIDUALS												
SALARIED	2	105	187	383	327	15	32	652	647	1,139	1,412	604
CONTRIBUTED SERVICES							1[A]	183	96	187	210	24
MEAN SALARY		12,293	10,647	9,077	7,729		12,843	12,284	9,468	8,067	6,981	8,800
MEDIAN SALARY		12,306	10,541	8,930	7,554		13,000	12,195	9,571	8,199	6,945	8,427
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	21	2	6	5	4		93	51	41	33	31	21
NUMBER OF INDIVIDUALS												
SALARIED	25	20	18	25	16		118	348	186	238	267	142
CONTRIBUTED SERVICES			1	1	1		24	118	51	64	84	143
MEAN SALARY	14,964		9,495	9,555			14,197	13,729	11,209	9,458	7,262	11,883
MEDIAN SALARY	15,200		7,888	9,625			13,375	12,860	10,571	9,047	7,448	11,153
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	8	8	4	6	55	8	12	114	103	108	139	14
NUMBER OF INDIVIDUALS												
SALARIED	9	132	25	110	975	149	16	731	691	1,080	1,349	75
CONTRIBUTED SERVICES		2					22	188	137	169	224	32
MEAN SALARY	11,962	8,421		8,776	8,378	8,606	10,833	10,141	8,848	7,889	6,767	7,361
MEDIAN SALARY	11,500	8,000		8,666	8,212	8,318	8,333	10,077	8,927	7,967	6,820	7,055
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	32	3	2	3	14	4	112	82	62	56	46	8
NUMBER OF INDIVIDUALS												
SALARIED	39	13	12	10	130	10	127	392	205	236	214	24
CONTRIBUTED SERVICES							24	54	37	44	74	16
MEAN SALARY	13,375				8,634		12,866	9,813	9,672	8,247	7,451	6,341
MEDIAN SALARY	13,750				8,041		12,875	9,687	9,833	8,220	7,500	6,333
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	8	10	11	15	40	4	13	96	93	92	118	23
NUMBER OF INDIVIDUALS												
SALARIED	10	84	70	129	778	106	16	905	800	1,242	1,271	237
CONTRIBUTED SERVICES	1						3	31	28	24	6,597	4
MEAN SALARY	10,752	9,541	9,426	8,240	6,989		9,196	10,061	8,815	7,691	6,644	6,849
MEDIAN SALARY	11,000	10,000	9,312	8,279	7,069		9,000	10,289	8,880	7,818	6,570	6,792
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	29	7	9	10	29	7	108	37	26	24	20	7
NUMBER OF INDIVIDUALS												
SALARIED	42	54	28	44	455	31	118	200	111	115	182	67
CONTRIBUTED SERVICES							7	20	18	23	22	10
MEAN SALARY	12,273	8,484	11,777	9,992	8,248	7,769	12,280	9,845	8,819	8,167	6,880	6,287
MEDIAN SALARY	11,923	8,055	10,750	9,777	8,237	7,708	12,454	9,782	9,019	8,018	6,791	6,687
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	9	9	10	31	7	10	51	56	60	56	13
NUMBER OF INDIVIDUALS												
SALARIED	1	57	48	109	636	133	15	303	410	603	425	63
CONTRIBUTED SERVICES							7	154	109	140	89	14
MEAN SALARY		13,227	10,630	9,370	8,017	7,797	11,403	11,549	8,967	7,760	6,883	6,641
MEDIAN SALARY		13,318	10,750	9,527	7,870	7,606	11,750	10,967	8,825	7,793	6,849	6,819
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	27	4	3	4	13	6	57	32	25	24	21	7
NUMBER OF INDIVIDUALS												
SALARIED	37	22	26	20	118	12	63	128	80	124	83	27
CONTRIBUTED SERVICES							10	39	20	30	12	2
MEAN SALARY	13,823				8,906	11,041	11,371	10,161	9,093	7,313	6,877	6,918
MEDIAN SALARY	12,722				8,400	10,000	11,045	10,000	8,562	7,393	5,900	6,916
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	19	91	56	63	160	22	59	350	346	367	437	85
NUMBER OF INDIVIDUALS												
SALARIED	22	358	330	731	2,716	403	79	2,501	2,548	4,073	4,457	970
CONTRIBUTED SERVICES	1	2					50	554	370	528	7,120	74
MEAN SALARY	11,622	10,363	10,381	8,927	7,818	7,997	11,424	10,797	9,014	7,859	6,790	8,079
MEDIAN SALARY	11,428	10,791	10,315	8,828	7,661	7,730	10,937	10,682	9,086	7,958	6,774	7,830
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	109	16	20	22	60	17	370	282	234	231	127	43
NUMBER OF INDIVIDUALS												
SALARIED	143	109	84	99	719	53	426	1,068	582	719	746	260
CONTRIBUTED SERVICES			1	1	1		65	231	126	161	192	171
MEAN SALARY	13,841	10,515	11,329	9,989	8,447	8,871	12,851	11,137	9,950	8,472	7,091	9,414
MEDIAN SALARY	13,842	8,803	10,826	9,984	8,243	8,318	12,489	10,844	9,755	8,286	7,245	8,275

2-C.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS WITH ENROLLMENTS OF 1,000 - 4,999

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	6	67	77	78	79	7	17	107	108	110	116	26
NUMBER OF INDIVIDUALS												
SALARIED	14	1,175	1,928	2,918	2,482	25	34	2,150	2,160	1,491	2,543	103
CONTRIBUTED SERVICES		14	20	4	2		7	228	224	362	217	16
MEAN SALARY	13,477	13,416	10,898	9,182	7,696	7,726	17,269	14,480	10,863	8,967	7,328	8,147
MEDIAN SALARY	13,900	13,273	10,806	9,144	7,651	6,944	18,250	14,112	10,848	9,018	7,415	8,118
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	60	17	17	17	10	4	79	31	29	24	27	4
NUMBER OF INDIVIDUALS												
SALARIED	116	153	111	183	112	20	153	366	307	407	445	5
CONTRIBUTED SERVICES		1	1	4	2		29	47	47	93	45	
MEAN SALARY	16,966	18,333	13,859	11,139	8,659		17,152	14,483	11,121	9,262	7,967	
MEDIAN SALARY	17,148	18,291	13,875	11,048	8,575		18,519	14,284	10,980	9,121	7,572	
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	30	35	36	57	15	11	113	114	119	118	20
NUMBER OF INDIVIDUALS												
SALARIED	10	465	641	1,332	2,763	588	12	1,816	1,853	2,974	2,173	269
CONTRIBUTED SERVICES		5	10	8	7	3	9	202	194	223	176	
MEAN SALARY		12,574	10,468	9,069	8,546	9,315	16,213	12,892	10,226	8,645	7,351	8,016
MEDIAN SALARY		12,572	10,496	9,064	8,240	9,454	17,000	12,658	10,264	8,682	7,406	7,815
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	44	17	22	18	23	13	84	37	34	38	27	10
NUMBER OF INDIVIDUALS												
SALARIED	88	117	120	171	166	99	127	316	345	490	279	109
CONTRIBUTED SERVICES		2		4	1		13	56	88	52	54	1
MEAN SALARY	17,688	14,546	11,621	10,080	8,993	11,569	16,148	12,335	10,549	9,236	8,725	9,941
MEDIAN SALARY	17,200	14,500	11,500	10,011	8,568	11,850	15,978	12,160	10,653	9,068	8,695	9,562
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	6	70	70	75	90	14	3	86	67	67	68	11
NUMBER OF INDIVIDUALS												
SALARIED	15	1,366	1,309	2,954	3,174	390	3	1,053	994	1,482	1,251	115
CONTRIBUTED SERVICES		4		16	12		1	46	51	84	30	
MEAN SALARY	14,413	11,284	9,958	8,454	7,302	7,828		11,153	9,294	7,974	6,755	7,897
MEDIAN SALARY	15,187	11,500	9,996	8,535	7,262	8,700		11,233	9,317	8,023	6,767	8,203
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	81	40	42	42	35	15	56	25	17	25	13	4
NUMBER OF INDIVIDUALS												
SALARIED	159	368	247	269	353	197	97	148	137	145	93	104
CONTRIBUTED SERVICES		3		11	2	16	4	2	2	7	5	
MEAN SALARY	15,773	14,324	11,483	9,922	8,205	10,524	15,072	12,204	10,548	8,417	6,624	
MEDIAN SALARY	16,303	14,392	11,779	9,915	8,282	10,243	15,464	11,833	10,551	8,328	6,788	
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	7	42	38	38	83	13	5	47	30	36	48	10
NUMBER OF INDIVIDUALS												
SALARIED	14	1,064	794	1,430	3,699	815	8	888	914	1,334	756	90
CONTRIBUTED SERVICES		3	5	9	22	16	4	88	74	127	84	5
MEAN SALARY	15,964	11,309	10,659	9,120	8,876	9,356	16,284	13,030	9,889	8,407	7,004	8,642
MEDIAN SALARY	16,000	11,468	10,555	9,085	8,422	9,359	16,500	12,741	9,913	8,439	7,007	8,928
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	44	19	13	14	31	3	35	19	20	16	12	4
NUMBER OF INDIVIDUALS												
SALARIED	125	86	47	49	244	18	74	263	176	179	73	221
CONTRIBUTED SERVICES	1				1		10	23	18	37	15	67
MEAN SALARY	15,770	13,569	12,571	11,273	10,067		15,486	17,578	11,950	9,546	6,392	
MEDIAN SALARY	16,108	13,777	12,321	10,892	9,878		15,125	17,772	12,350	9,906	5,928	
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	83	269	220	227	309	49	36	333	339	342	350	67
NUMBER OF INDIVIDUALS												
SALARIED	93	4,070	4,672	8,634	12,118	1,818	57	5,827	5,921	9,243	6,723	773
CONTRIBUTED SERVICES		26	35	37	43	19	17	564	545	796	567	21
MEAN SALARY	14,765	12,053	10,535	8,905	8,147	8,992	16,800	13,183	10,250	8,623	7,192	8,201
MEDIAN SALARY	15,261	12,200	10,931	8,890	7,787	8,914	17,312	12,867	10,296	8,676	7,263	8,113
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	249	93	94	91	99	35	254	112	100	101	79	22
NUMBER OF INDIVIDUALS												
SALARIED	488	724	525	672	875	334	451	1,093	965	1,250	800	438
CONTRIBUTED SERVICES	1	6	1	19	6	16	55	128	135	189	119	68
MEAN SALARY	16,893	13,917	12,114	10,398	8,932	10,942	16,149	14,271	10,986	9,158	7,358	9,156
MEDIAN SALARY	16,851	14,056	12,080	10,307	8,658	10,758	15,976	13,514	10,890	9,198	7,259	8,881

2-D.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS WITH ENROLLMENTS OF 5,000 - 9,999

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	20	20	20	17		4	23	23	23	23	9
NUMBER OF INDIVIDUALS												
SALARIED	6	983	1,424	1,907	981		22	1,385	1,553	2,304	1,136	78
CONTRIBUTED SERVICES		8	11	11	5		7	68	57	94	32	2
MEAN SALARY		14,308	11,363	9,355	7,933			15,853	11,871	9,521	7,468	8,715
MEDIAN SALARY		13,891	11,285	9,337	7,931			15,454	11,595	9,531	7,507	8,875
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	13	5	3	2	2	1	15	8	6	7	6	6
NUMBER OF INDIVIDUALS												
SALARIED	43	33	26	19	2	1	77	119	100	117	42	111
CONTRIBUTED SERVICES				1			7	24	9	9		1
MEAN SALARY	18,805	15,919					20,818	18,087	14,516	12,420	10,393	9,986
MEDIAN SALARY	17,857	16,375					20,083	17,556	14,421	12,152	9,904	10,083
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	25	27	27	29	10	1	8	8	8	8	2
NUMBER OF INDIVIDUALS												
SALARIED	10	1,014	1,307	2,416	2,645	312	1	490	506	983	290	8
CONTRIBUTED SERVICES	1	11	5	25	9			41	53	81	28	
MEAN SALARY		13,514	11,164	9,552	7,905	9,201		14,489	11,428	9,562	7,517	
MEDIAN SALARY		13,543	11,228	9,540	7,804	9,600		14,000	11,333	9,637	7,560	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	24	17	15	17	16	4	8	7	7	6	3	2
NUMBER OF INDIVIDUALS												
SALARIED	97	359	202	242	135	41	50	99	81	129	77	3
CONTRIBUTED SERVICES	1	4	3	10	5		8	1		7		
MEAN SALARY	18,582	15,673	12,924	10,887	9,750		19,889	16,407	12,659	11,253		
MEDIAN SALARY	18,973	15,717	12,854	11,137	9,480		20,272	15,750	12,825	11,357		
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	24	25	25	25	8		4	4	4	4	4
NUMBER OF INDIVIDUALS												
SALARIED	8	1,243	1,930	2,333	1,715	284		418	307	367	115	65
CONTRIBUTED SERVICES		10	15	52	21			24	24	19	39	
MEAN SALARY		12,788	10,719	9,181	7,117	9,419						
MEDIAN SALARY		12,617	10,570	8,991	7,158	9,792						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	25	24	24	23	18	6	3	3	3	3	3	2
NUMBER OF INDIVIDUALS												
SALARIED	128	616	469	516	175	335	32	135	128	124	41	31
CONTRIBUTED SERVICES		8	8	44	8	10		2	10	44	46	5
MEAN SALARY	19,385	16,398	12,746	10,870	8,877	12,921						
MEDIAN SALARY	19,800	16,000	12,629	10,808	8,687	12,519						
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	31	31	31	41	13	1	6	6	6	6	3
NUMBER OF INDIVIDUALS												
SALARIED	19	1,712	1,882	3,010	2,961	707	1	275	242	404	198	16
CONTRIBUTED SERVICES		22	21	17	22	11		12	18	57	13	
MEAN SALARY		13,484	11,277	9,477	8,719	10,999		14,233	11,287	9,429	7,203	
MEDIAN SALARY		13,542	11,281	9,475	8,160	11,721		13,990	11,117	9,368	7,320	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	56	23	19	19	28	9	6	4	4	3	2	1
NUMBER OF INDIVIDUALS												
SALARIED	198	442	426	411	499	56	33	116	97	84	37	3
CONTRIBUTED SERVICES	1	13	13	33	11	1	6	2	1	8	4	
MEAN SALARY	19,846	16,531	13,085	11,318	10,433	12,269	20,127					
MEDIAN SALARY	19,250	16,474	13,238	11,297	10,153	10,857	19,900					
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11	100	103	103	112	31	8	41	41	41	41	18
NUMBER OF INDIVIDUALS												
SALARIED	43	4,952	6,143	9,666	8,302	1,303	24	2,478	2,610	3,658	1,741	167
CONTRIBUTED SERVICES	1	51	52	105	57	11	7	145	152	291	112	2
MEAN SALARY	17,896	13,479	11,134	9,400	8,036	10,224	18,758	15,647	11,742	9,550	7,456	8,819
MEDIAN SALARY	15,833	13,462	11,119	9,386	7,750	10,501	18,500	15,233	11,978	9,567	7,908	8,442
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	98	89	81	81	56	20	32	22	26	19	14	11
NUMBER OF INDIVIDUALS												
SALARIED	426	1,450	1,123	1,188	811	433	192	469	406	490	197	148
CONTRIBUTED SERVICES	2	25	24	88	24	11	21	29	20	63	50	4
MEAN SALARY	17,348	16,248	12,917	11,034	9,987	12,304	20,618	16,333	13,387	10,940	9,681	10,477
MEDIAN SALARY	18,940	16,141	12,953	11,048	9,636	12,197	20,416	15,772	12,906	11,098	8,848	10,050

2-E.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS WITH ENROLLMENTS OF 10,000 - 19,999

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	6	6	6	6	4	1	6	6	6	6	3
NUMBER OF INDIVIDUALS												
SALARIED	11	638	787	1,012	583	134	7	1,099	896	1,187	546	188
CONTRIBUTED SERVICES		20	10	29	1			77	51	87	19	5
MEAN SALARY		17,444	12,997	10,350	7,965			17,118	12,229	9,822	7,608	
MEDIAN SALARY		17,506	12,926	10,242	7,922			16,690	12,061	9,727	7,550	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	4	4	4	4	1	7	5	5	5	4	3
NUMBER OF INDIVIDUALS												
SALARIED	46	144	197	149	74	1	65	293	210	121	8	377
CONTRIBUTED SERVICES		3	6	5			4					
MEAN SALARY	22,603						21,783	19,016	14,741	11,576		
MEDIAN SALARY	21,500						21,333	18,781	14,740	11,483		
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	22	24	24	25	11	1	5	5	5	5	1
NUMBER OF INDIVIDUALS												
SALARIED	5	2,091	2,465	4,126	3,228	237	1	620	508	727	355	5
CONTRIBUTED SERVICES		65	46	61	30	1		5	1	4		
MEAN SALARY		14,844	11,835	9,842	7,844	7,881		17,746	12,466	9,847	7,819	
MEDIAN SALARY		14,603	11,794	9,865	7,764	7,634		17,557	12,483	9,914	7,786	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	25	18	18	17	18	5	9	5	5	5	4	1
NUMBER OF INDIVIDUALS												
SALARIED	180	769	534	516	316	58	47	139	122	134	51	29
CONTRIBUTED SERVICES	2	16	9	20	2	6	1	12	12	16	3	
MEAN SALARY	21,041	18,997	14,782	12,337	10,541	12,421	23,797	17,842	14,512	11,774		
MEDIAN SALARY	21,125	18,951	14,708	12,404	10,333	12,333	24,300	18,192	14,800	12,370		
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	12	13	13	13	7	1	1	1	1	1	1
NUMBER OF INDIVIDUALS												
SALARIED	20	1,390	1,363	2,017	1,190	159	9	147	103	110	42	10
CONTRIBUTED SERVICES				4	2							
MEAN SALARY		15,426	11,953	9,835	7,308	10,627						
MEDIAN SALARY		15,109	12,004	9,741	7,310	10,134						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	12	12	12	12	11	7		1	1	1	1	1
NUMBER OF INDIVIDUALS												
SALARIED	104	785	636	774	412	59		36	18	38	12	1
CONTRIBUTED SERVICES						28						
MEAN SALARY	20,634	16,788	13,603	11,338	8,276	14,453						
MEDIAN SALARY	20,875	16,631	13,879	11,610	7,883	14,166						
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	18	19	19	26	7		2	2	2	2	
NUMBER OF INDIVIDUALS												
SALARIED	10	1,848	1,571	2,759	2,871	523		699	358	406	134	
CONTRIBUTED SERVICES		7	3	2	19	10						
MEAN SALARY		19,053	11,972	10,072	9,880	11,861						
MEDIAN SALARY		14,813	11,978	10,063	9,713	12,339						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	23	15	14	13	14	4	1					
NUMBER OF INDIVIDUALS												
SALARIED	139	641	480	426	402	28	13					
CONTRIBUTED SERVICES		4	5	12	7							
MEAN SALARY	21,583	18,158	14,212	11,833	10,902							
MEDIAN SALARY	21,869	17,732	13,900	11,630	10,986							
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11	58	62	62	70	29	3	16	16	16	16	5
NUMBER OF INDIVIDUALS												
SALARIED	46	5,967	6,586	9,914	7,872	1,053	17	2,565	1,867	2,439	1,077	203
CONTRIBUTED SERVICES		92	59	96	52	11		82	52	92	19	5
MEAN SALARY	20,809	15,322	12,039	9,956	8,515	10,468		17,353	12,398	9,956	7,759	9,019
MEDIAN SALARY	18,800	14,974	11,993	9,929	8,011	10,791		17,051	12,277	9,848	7,636	8,310
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	65	49	48	46	47	17	13	11	11	11	9	5
NUMBER OF INDIVIDUALS												
SALARIED	469	2,339	1,847	1,867	1,204	149	126	488	350	293	71	407
CONTRIBUTED SERVICES	2	23	20	37	9	34	5	12	12	16	3	
MEAN SALARY	21,206	17,942	14,071	11,689	9,775	13,528	23,299	18,564	14,532	11,437	8,812	10,225
MEDIAN SALARY	21,138	17,762	14,083	11,779	9,437	13,558	22,900	18,577	14,717	11,663	8,500	10,025

2-F.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN ALL INSTITUTIONS WITH ENROLLMENTS OF 20,000 AND OVER

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	6	6	6	6	5	1	8	6	8	8	2
NUMBER OF INDIVIDUALS												
SALARIED	9	682	832	1,500	932	762	1	1,664	1,183	1,612	1,930	81
CONTRIBUTED SERVICES		16	18	14	4			52	27	14	11	1
MEAN SALARY		18,069	13,530	10,553	7,622	8,002		17,583	12,221	10,002	7,689	
MEDIAN SALARY		16,234	13,379	10,374	7,593	7,729		16,964	12,084	9,850	7,640	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	5	4	4	4	2	7	4	4	4	4	3
NUMBER OF INDIVIDUALS												
SALARIED	44	878	765	1,007	253	218	81	548	360	374	231	525
CONTRIBUTED SERVICES		15	18	30	20		1	4	4	1		
MEAN SALARY	23,619	19,287					23,060					
MEDIAN SALARY	24,428	18,989					22,750					
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	13	13	13	13	7						
NUMBER OF INDIVIDUALS												
SALARIED	4	4,100	3,428	5,145	2,925	332						
CONTRIBUTED SERVICES		35	39	27	4							
MEAN SALARY		16,695	12,446	10,136	7,889	9,317						
MEDIAN SALARY		16,367	12,436	10,159	7,882	9,111						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	12	12	12	13	13	7						
NUMBER OF INDIVIDUALS												
SALARIED	181	1,790	1,190	1,211	633	544						
CONTRIBUTED SERVICES		13	1	19								
MEAN SALARY	24,895	19,565	15,029	12,321	9,425	10,916						
MEDIAN SALARY	25,131	19,284	14,991	12,418	9,347	9,740						
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		6	6	6	6	1						
NUMBER OF INDIVIDUALS												
SALARIED		1,073	1,020	1,631	946	1						
CONTRIBUTED SERVICES			1									
MEAN SALARY		15,901	12,314	9,966	7,387							
MEDIAN SALARY		15,604	12,290	9,971	7,344							
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	9	9	9	9	9	1						
NUMBER OF INDIVIDUALS												
SALARIED	58	577	499	699	424	1						
CONTRIBUTED SERVICES		2	2	1								
MEAN SALARY	22,172	17,395	13,716	11,559	8,842							
MEDIAN SALARY	22,900	17,371	13,230	11,399	8,815							
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		10	10	10	10	9						
NUMBER OF INDIVIDUALS												
SALARIED		3,552	2,603	4,032	852	1,268						
CONTRIBUTED SERVICES		38	41	25	7	3						
MEAN SALARY		17,222	12,319	10,023	7,587	9,832						
MEDIAN SALARY		16,802	12,154	9,913	7,572	9,637						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	10	9	8	7	7	5						
NUMBER OF INDIVIDUALS												
SALARIED	128	1,289	840	1,169	353	841						
CONTRIBUTED SERVICES		10	6	40	3							
MEAN SALARY	24,133	20,111	14,560	11,516	8,337	9,980						
MEDIAN SALARY	23,990	19,738	14,400	11,599	8,180	8,748						
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	35	35	35	35	22	1	8	8	8	8	2
NUMBER OF INDIVIDUALS												
SALARIED	13	9,407	7,883	12,308	5,688	2,363	1	1,664	1,183	1,612	1,930	81
CONTRIBUTED SERVICES		86	99	66	15	3		52	27	14	11	1
MEAN SALARY		16,903	12,501	10,128	7,716	9,168		17,583	12,221	10,002	7,689	
MEDIAN SALARY		16,537	12,398	10,059	7,687	8,908		16,964	12,084	9,850	7,640	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	32	31	29	29	29	15	7	4	4	4	4	3
NUMBER OF INDIVIDUALS												
SALARIED	411	4,503	3,254	4,086	1,603	1,604	81	548	360	374	231	525
CONTRIBUTED SERVICES		40	27	90	23		1	4	4	1		
MEAN SALARY	23,983	19,389	14,647	11,838	8,988	10,265	23,060					
MEDIAN SALARY	24,831	19,134	14,563	11,871	8,889	9,051	22,750					

5-A.--MEAN AND MEDIAN SALARIES OF INSTRUCTIONAL AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, NUMBER OF CONTRACT MONTHS, AND TYPE OF INSTITUTION, FOR UNIVERSITIES

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	9	9	9	9	6	4	28	29	28	28	11
NUMBER OF INDIVIDUALS												
SALARIED	11	1,006	1,224	1,774	1,298	285	24	3,873	2,996	4,114	2,736	363
CONTRIBUTED SERVICES		20	10	29	1		4	185	122	184	47	8
MEAN SALARY		14,853	12,548	10,013	7,462	8,759	20,271	17,289	12,700	9,852	7,548	9,115
MEDIAN SALARY		13,734	12,578	9,978	7,491	8,919	20,200	14,618	12,134	9,791	7,616	8,630
NUMBER OF INSTITUTIONS	9	8	8	8	7	11-12 MONTHS CONTRACT 3	22	15	13	12	10	10
NUMBER OF INDIVIDUALS												
SALARIED	87	83	780	868	281	222	187	949	659	599	276	980
CONTRIBUTED SERVICES		18	24	35	20		10	28	13	10		1
MEAN SALARY	22,614	18,555	14,144	11,563	8,852		22,478	18,850	13,917	11,317	8,785	11,238
MEDIAN SALARY	22,750	18,000	14,104	11,556	8,784		22,500	18,471	13,752	10,950	8,348	10,483
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	30	30	30	30	15	2	10	10	10	10	1
NUMBER OF INDIVIDUALS												
SALARIED	16	5,858	5,209	7,856	4,776	513	2	884	822	1,020	507	5
CONTRIBUTED SERVICES		80	80	76	25	1		45	58	70	25	
MEAN SALARY	18,374	16,139	12,202	10,012	7,755	8,497		16,912	12,243	9,914	7,878	
MEDIAN SALARY	17,800	15,781	12,194	10,047	7,771	8,623		16,344	12,156	9,983	7,809	
NUMBER OF INSTITUTIONS	28	27	27	28	28	11-12 MONTHS CONTRACT 12	11	10	10	10	8	2
NUMBER OF INDIVIDUALS												
SALARIED	334	2,558	1,724	1,811	929	589	92	241	207	282	133	31
CONTRIBUTED SERVICES	2	28	11	44	7	6	8	13	12	18	3	
MEAN SALARY	22,817	19,102	14,805	12,217	9,586	10,646	21,853	17,620	13,903	11,882	9,165	
MEDIAN SALARY	22,960	18,945	14,797	12,330	9,489	9,697	21,555	17,676	13,837	11,780	9,214	
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	20	20	20	20	8	1	6	6	6	6	6
NUMBER OF INDIVIDUALS												
SALARIED	16	2,667	2,574	3,718	2,062	166	9	621	453	524	188	78
CONTRIBUTED SERVICES		4	7	7	7			24	24	19	39	
MEAN SALARY		15,514	12,077	9,924	7,341	10,581		16,076	11,565	9,569	7,352	8,314
MEDIAN SALARY		15,318	12,124	9,927	7,306	10,038		15,881	11,745	9,682	7,340	7,807
NUMBER OF INSTITUTIONS	16	16	16	16	17	11-12 MONTHS CONTRACT 7	4	4	4	4	4	3
NUMBER OF INDIVIDUALS												
SALARIED	167	1,452	1,058	1,205	535	46	36	191	146	162	53	32
CONTRIBUTED SERVICES		3	3			20		2	10	44	36	5
MEAN SALARY	21,959	17,420	13,886	11,855	8,910	14,671						
MEDIAN SALARY	21,860	17,273	13,779	11,853	8,762	14,555						
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	28	28	28	28	15	2	9	9	9	9	3
NUMBER OF INDIVIDUALS												
SALARIED	21	3,252	4,248	6,258	2,031	1,107	2	1,062	680	898	331	73
CONTRIBUTED SERVICES		51	59	37	17	3		9	6	4		
MEAN SALARY	18,875	16,379	12,080	10,011	7,576	9,441		16,985	12,244	10,085	7,757	
MEDIAN SALARY	18,416	15,967	11,915	9,892	7,586	9,309		16,524	12,021	9,861	7,584	
NUMBER OF INSTITUTIONS	24	24	23	23	22	11-12 MONTHS CONTRACT 12	7	3	5	3	2	1
NUMBER OF INDIVIDUALS												
SALARIED	293	2,178	1,613	1,848	650	890	52	115	98	84	37	3
CONTRIBUTED SERVICES	1	26	23	85	21		2			4		
MEAN SALARY	23,134	19,212	14,145	11,581	8,690	10,102	21,406		12,336			
MEDIAN SALARY	22,954	18,827	14,060	11,525	8,557	8,825	20,333		11,928			
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	14	87	87	87	87	44	11	53	53	53	53	21
NUMBER OF INDIVIDUALS												
SALARIED	84	14,783	13,255	19,606	10,167	2,071	41	6,440	4,960	6,554	3,062	519
CONTRIBUTED SERVICES		155	156	149	50	4	4	263	210	297	111	8
MEAN SALARY	21,287	16,140	12,172	9,995	7,598	9,205	21,318	17,057	12,155	9,877	7,680	9,051
MEDIAN SALARY	20,750	15,793	12,127	9,964	7,595	9,175	20,900	16,632	12,087	9,817	7,634	8,603
NUMBER OF INSTITUTIONS	79	77	76	77	74	11-12 MONTHS CONTRACT 34	44	32	32	28	24	16
NUMBER OF INDIVIDUALS												
SALARIED	841	7,082	5,175	5,732	2,404	1,747	367	1,476	1,111	1,127	499	1,046
CONTRIBUTED SERVICES	3	79	61	184	42	26	18	45	35	76	40	6
MEAN SALARY	22,661	18,784	14,312	11,837	9,184	10,375	22,044	19,046	13,730	11,149	8,656	11,227
MEDIAN SALARY	22,689	18,304	14,268	11,868	8,956	9,228	21,844	17,920	13,544	11,092	8,403	10,461

3-6.--MEAN AND MEDIAN SALARIES OF INSTRUCTIONAL AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN UNIVERSITIES WITH ENROLLMENTS UNDER 10,000

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		1	1	1	1		4	15	15	14	15	7
NUMBER OF INDIVIDUALS												
SALARIED		53	69	96	78		20	1,265	1,198	1,770	789	98
CONTRIBUTED SERVICES							4	57	45	69	22	2
MEAN SALARY								16,743	12,012	9,694	7,575	9,136
MEDIAN								16,437	12,040	9,717	7,604	9,298
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	1	1	1			11	8	6	9	4	5
NUMBER OF INDIVIDUALS												
SALARIED	5	17	23	18			59	118	100	115	39	98
CONTRIBUTED SERVICES							8	24	9	8		1
MEAN SALARY							21,453	18,044	14,518	12,430		10,095
MEDIAN							21,166	17,562	14,421	12,152		10,000
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	4	4	4	4	1	1	6	6	6	6	
NUMBER OF INDIVIDUALS												
SALARIED	7	152	177	275	246	4	1	291	363	450	226	
CONTRIBUTED SERVICES		2	1	3	1			40	57	69	25	
MEAN SALARY								14,723	11,864	9,868	7,695	
MEDIAN								14,215	11,489	9,727	7,642	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	4	4	4	4	2	7	6	6	6	4	1
NUMBER OF INDIVIDUALS												
SALARIED	27	139	104	142	42	20	49	115	96	153	82	2
CONTRIBUTED SERVICES		4	2	9	5		7	1		2		
MEAN SALARY							19,725	17,246	13,235	11,992		
MEDIAN							20,187	16,458	13,076	11,580		
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	6	6	6	6	1		5	5	5	5	5
NUMBER OF INDIVIDUALS												
SALARIED	7	357	440	577	395	9		474	350	405	146	68
CONTRIBUTED SERVICES		4	7	7	5			24	24	19	39	
MEAN SALARY		13,354	11,272	9,609	7,018			16,517	11,834	9,775	7,514	8,571
MEDIAN		13,856	11,077	9,485	7,179			16,286	12,012	9,849	7,611	8,800
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	6	6	6	5	1	4	3	3	3	3	2
NUMBER OF INDIVIDUALS												
SALARIED	39	334	244	264	75	2	36	139	128	124	41	31
CONTRIBUTED SERVICES		1	3					2	10	44	46	5
MEAN SALARY	20,932	16,919	13,358	11,670	9,864							
MEDIAN	21,397	16,765	13,275	11,597	9,678							
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	9	9	9	9	3	2	7	7	7	7	3
NUMBER OF INDIVIDUALS												
SALARIED	14	571	614	868	479	77	2	343	331	490	197	73
CONTRIBUTED SERVICES		10	15	11	10			9	8	4		
MEAN SALARY		14,219	11,376	9,744	7,485			14,987	11,182	9,438	7,237	
MEDIAN		13,989	11,251	9,626	7,500			14,245	11,076	9,349	7,282	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	8	7	7	7	7	4	6	3	5	3	2	1
NUMBER OF INDIVIDUALS												
SALARIED	54	285	310	250	139	28	39	115	96	84	37	3
CONTRIBUTED SERVICES	1	12	12	33	11			2		4		
MEAN SALARY	20,906	17,167	12,902	11,478	9,097		18,808		12,336			
MEDIAN	20,625	16,745	12,978	11,201	8,982		19,312		11,928			
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	20	20	20	20	5	7	33	33	33	33	15
NUMBER OF INDIVIDUALS												
SALARIED	28	1,133	1,300	1,814	1,158	90	23	2,393	2,242	3,119	1,358	239
CONTRIBUTED SERVICES		16	23	21	16		4	130	132	157	86	2
MEAN SALARY	18,898	13,753	11,246	9,598	7,284	8,542	19,074	16,174	11,805	9,661	7,939	9,112
MEDIAN	19,800	13,834	11,178	9,529	7,367	9,047	18,833	15,774	11,810	9,692	7,978	9,067
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	17	18	18	18	16	7	28	30	28	17	13	9
NUMBER OF INDIVIDUALS												
SALARIED	125	775	681	683	256	50	183	483	423	476	199	134
CONTRIBUTED SERVICES	1	17	17	42	16		13	29	19	58	46	6
MEAN SALARY	19,978	16,439	12,984	11,393	9,249	8,011	20,376	16,517	13,493	11,192	8,738	10,689
MEDIAN	20,375	16,470	13,028	11,328	9,139	9,000	20,279	15,889	12,993	11,244	8,872	10,000

S-C.--MEAN AND MEDIAN SALARIES OF INSTRUCTIONAL AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN UNIVERSITIES WITH ENROLLMENTS OF 10,000 - 19,999

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	5	5	5	5	4	1	6	6	6	6	2
NUMBER OF INDIVIDUALS												
SALARIED	11	623	747	935	482	134	7	1,035	759	998	381	184
CONTRIBUTED SERVICES		20	10	29	1			76	50	81	14	5
MEAN SALARY		17,520	13,068	10,393	7,888			17,323	12,497	9,888	7,622	
MEDIAN		17,604	13,031	10,347	7,853			16,862	12,293	9,760	7,525	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	4	4	4	4	1	5	3	3	3	2	2
NUMBER OF INDIVIDUALS												
SALARIED	46	144	197	149	74	4	54	283	199	110	6	357
CONTRIBUTED SERVICES		3	6	5			4					
MEAN SALARY	22,003						22,299					
MEDIAN	21,900						22,333					
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	14	14	14	14	7	1	4	4	4	4	1
NUMBER OF INDIVIDUALS												
SALARIED	5	1,646	1,763	2,774	1,899	177	1	593	459	570	281	5
CONTRIBUTED SERVICES		43	40	46	20	1		5	1	5		
MEAN SALARY		15,053	11,985	9,961	7,681	7,071						
MEDIAN		14,727	11,997	9,992	7,704	7,138						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	14	12	12	12	12	3	4	4	4	4	4	1
NUMBER OF INDIVIDUALS												
SALARIED	132	661	473	462	256	25	43	126	111	129	51	29
CONTRIBUTED SERVICES	2	11	8	1[6]	2	6	1	12	12	1[6]	3	
MEAN SALARY	21,449	18,968	14,809	12,399	10,138							
MEDIAN	21,333	18,881	14,771	12,472	10,020							
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	9	9	9	9	8	1	1	1	1	1	1
NUMBER OF INDIVIDUALS												
SALARIED	9	1,239	1,127	1,592	870	156	9	147	103	119	42	10
CONTRIBUTED SERVICES					2							
MEAN SALARY		15,793	12,152	9,916	7,406	10,689						
MEDIAN		15,503	12,243	9,929	7,344	10,192						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	7	8	8	8	8	5	1	1	1	1	1	
NUMBER OF INDIVIDUALS												
SALARIED	72	566	382	398	188	43		36	18	38	12	1
CONTRIBUTED SERVICES						20						
MEAN SALARY	21,701	17,603	14,187	12,051	8,738	15,032						
MEDIAN	21,833	17,436	14,354	12,108	8,582	14,687						
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	10	10	10	10	4		2	2	2	2	
NUMBER OF INDIVIDUALS												
SALARIED	7	1,347	1,269	1,679	738	27		699	358	406	134	
CONTRIBUTED SERVICES		3	3	1								
MEAN SALARY		15,006	11,919	10,038	7,652							
MEDIAN		14,701	11,815	9,947	7,707							
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	9	9	9	9	8	3	1					
NUMBER OF INDIVIDUALS												
SALARIED	77	607	484	420	187	21	13					
CONTRIBUTED SERVICES		4	5	12	7							
MEAN SALARY	22,940	18,246	14,218	11,828	9,097							
MEDIAN	23,450	17,692	13,918	11,629	8,986							
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	7	38	38	38	38	21	3	13	13	13	13	4
NUMBER OF INDIVIDUALS												
SALARIED	32	4,855	4,906	6,980	3,989	494	17	2,474	1,679	2,093	838	199
CONTRIBUTED SERVICES		66	53	76	23	1		81	51	86	14	5
MEAN SALARY	23,954	15,545	12,171	10,027	7,641	9,090		17,499	12,554	10,080	7,859	
MEDIAN	23,666	15,171	12,151	10,009	7,642	9,313		17,209	12,455	9,955	7,687	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	35	33	33	33	32	12	10	8	8	8	7	4
NUMBER OF INDIVIDUALS												
SALARIED	327	1,978	1,916	1,429	685	93	110	445	328	277	69	27
CONTRIBUTED SERVICES	2	18	19	33	9	26	5	12	12	16	3	
MEAN SALARY	21,933	18,259	14,285	11,973	9,347	13,946	23,888	18,666	14,559	11,419	8,840	
MEDIAN	22,815	17,994	14,245	11,984	9,136	13,437	24,181	18,692	14,733	11,622	8,550	

3-D.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN UNIVERSITIES WITH ENROLLMENTS OF 20,000 AND OVER

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		3	3	3	3	2	1	7	7	7	7	2
NUMBER OF INDIVIDUALS												
SALARIED		330	438	743	738	151	1	1,573	1,039	1,346	866	81
CONTRIBUTED SERVICES								52	27	14	11	1
MEAN SALARY								17,706	12,266	10,062	7,725	
MEDIAN								17,235	12,146	9,902	7,486	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	3	3	3	3	2	6	4	4	4	4	1
NUMBER OF INDIVIDUALS												
SALARIED	36	675	560	701	207	218	74	548	360	374	231	525
CONTRIBUTED SERVICES		15	18	30	20		1	4	4	1		
MEAN SALARY							23,426					
MEDIAN							23,500					
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	12	12	12	12	12	7						
NUMBER OF INDIVIDUALS												
SALARIED	4	4,060	3,269	4,807	2,631	332						
CONTRIBUTED SERVICES		35	38	27	4							
MEAN SALARY		16,713	12,403	10,089	7,854	9,317						
MEDIAN		16,404	12,387	10,129	7,865	9,111						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11	11	11	12	12	7						
NUMBER OF INDIVIDUALS												
SALARIED	175	1,758	1,147	1,207	631	544						
CONTRIBUTED SERVICES		13	1	19								
MEAN SALARY	24,815	19,566	15,025	12,321	9,423	10,916						
MEDIAN	25,289	19,287	14,985	12,418	9,342	9,740						
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		5	5	5	5	1						
NUMBER OF INDIVIDUALS												
SALARIED		1,071	1,007	1,549	837	1						
CONTRIBUTED SERVICES												
MEAN SALARY		15,911	12,346	10,049	7,410							
MEDIAN		15,609	12,319	10,058	7,337							
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	4	4	4	4	1						
NUMBER OF INDIVIDUALS												
SALARIED	56	592	432	543	272	1						
CONTRIBUTED SERVICES		2										
MEAN SALARY												
MEDIAN												
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		9	9	9	9	8						
NUMBER OF INDIVIDUALS												
SALARIED		3,334	2,365	3,711	814	1,003						
CONTRIBUTED SERVICES		38	41	25	7	3						
MEAN SALARY		17,304	12,349	10,062	7,560	9,494						
MEDIAN		16,814	12,151	9,923	7,547	9,310						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	9	8	7	7	7	5						
NUMBER OF INDIVIDUALS												
SALARIED	122	1,286	839	1,169	393	841						
CONTRIBUTED SERVICES		10	8	40	3							
MEAN SALARY	24,831	20,122	14,564	11,516	8,337	9,980						
MEDIAN	23,937	19,747	14,402	11,559	8,180	8,748						
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	29	29	29	29	18	1	7	7	7	7	2
NUMBER OF INDIVIDUALS												
SALARIED	4	8,795	7,049	10,810	5,020	1,487	1	1,573	1,039	1,346	866	81
CONTRIBUTED SERVICES		73	80	52	11	3		52	27	14	11	1
MEAN SALARY		16,869	12,344	10,041	7,636	9,283		17,706	12,266	10,062	7,725	
MEDIAN		16,435	12,283	10,086	7,691	9,136		17,235	12,146	9,902	7,486	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	27	26	25	26	26	15	6	4	4	4	4	3
NUMBER OF INDIVIDUALS												
SALARIED	389	4,271	2,978	3,620	1,463	1,604	74	548	360	374	231	525
CONTRIBUTED SERVICES		40	25	89	23		1	4	4	1		
MEAN SALARY	24,134	19,353	14,629	11,867	8,965	10,265	23,426					
MEDIAN	24,312	19,070	14,553	11,954	8,834	9,051	23,500					

4-A.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	8	65	66	66	62	7	34	187	191	199	203	55
NUMBER OF INDIVIDUALS												
SALARIED	23	2,220	3,079	4,218	2,196	634	60	3,015	3,334	5,271	3,856	649
CONTRIBUTED SERVICES		38	48	29	11		25	389	323	567	352	21
MEAN SALARY	17,796	14,886	11,716	9,726	7,964	8,108	15,351	13,755	10,767	8,894	7,270	8,919
MEDIAN SALARY	16,879	13,954	11,337	9,564	7,979	7,782	16,250	13,632	10,711	8,928	7,350	8,703
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	33	18	13	16	11	1	144	78	65	56	53	24
NUMBER OF INDIVIDUALS												
SALARIED	122	364	388	456	112	12	263	713	484	641	543	174
CONTRIBUTED SERVICES		1	2	5	3		44	151	96	148	95	136
MEAN SALARY	18,212	19,582	14,954	11,810	9,244		16,819	14,208	11,321	9,417	7,592	11,475
MEDIAN SALARY	17,700	20,370	15,211	11,741	9,037		16,783	13,881	10,956	9,187	7,487	11,266
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	55	59	59	59	14	20	219	213	218	232	34
NUMBER OF INDIVIDUALS												
SALARIED	7	1,741	2,287	4,307	3,809	118	25	2,627	2,715	4,276	3,311	278
CONTRIBUTED SERVICES	1	36	20	45	21	1	23	378	327	404	352	6
MEAN SALARY		13,546	11,093	9,443	7,682	8,267	13,876	12,287	9,920	8,489	7,138	8,130
MEDIAN SALARY		13,587	11,153	9,460	7,678	7,818	15,750	12,246	10,022	8,553	7,245	8,196
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	32	34	32	30	22	6	173	108	90	79	54	16
NUMBER OF INDIVIDUALS												
SALARIED	151	437	259	236	149	65	232	656	510	656	361	116
CONTRIBUTED SERVICES	1	7	2	9	1		31	109	101	98	100	11
MEAN SALARY	19,570	16,892	12,982	10,983	9,006	12,942	14,994	10,994	10,225	8,720	6,751	9,519
MEDIAN SALARY	19,604	16,508	12,778	10,863	9,074	12,944	15,233	11,415	10,445	8,627	6,850	8,909
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	8	82	85	86	85	15	9	139	149	148	148	25
NUMBER OF INDIVIDUALS												
SALARIED	26	2,071	2,525	4,704	3,488	106	10	1,671	1,607	2,582	1,935	142
CONTRIBUTED SERVICES		10	8	65	24		1	71	69	108	6,818	2
MEAN SALARY	14,899	12,256	10,291	8,749	7,091	8,165	12,040	11,083	9,077	7,857	6,818	7,739
MEDIAN SALARY	15,250	12,199	10,319	8,689	7,163	8,450	11,500	11,049	9,137	7,959	6,748	8,000
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	75	61	59	56	38	14	126	56	42	44	30	8
NUMBER OF INDIVIDUALS												
SALARIED	226	850	691	864	425	346	170	320	230	257	186	56
CONTRIBUTED SERVICES		10	5	55	10	30	9	22	10	23	20	
MEAN SALARY	17,838	15,000	12,246	10,272	8,146	12,475	14,302	11,051	10,038	8,470	6,754	6,701
MEDIAN SALARY	17,897	14,764	12,163	10,240	7,984	11,810	14,526	11,080	10,096	8,313	6,800	6,000
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	54	55	55	54	8	14	97	101	104	97	20
NUMBER OF INDIVIDUALS												
SALARIED	16	1,992	2,489	4,282	1,992	91	22	1,023	1,224	1,814	1,054	81
CONTRIBUTED SERVICES		16	5	16	13		11	245	193	318	185	19
MEAN SALARY	16,859	14,201	11,262	9,423	7,608	7,833	13,037	12,249	9,526	8,190	6,937	7,124
MEDIAN SALARY	15,875	13,899	11,235	9,514	7,581	8,675	13,208	12,219	9,577	8,252	6,953	7,208
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	30	33	26	24	17	3	79	48	38	35	27	9
NUMBER OF INDIVIDUALS												
SALARIED	168	237	179	193	163	3	116	376	240	273	133	246
CONTRIBUTED SERVICES		1	1				25	61	38	71	31	69
MEAN SALARY	18,723	15,943	13,193	11,022	9,330		14,282	15,433	11,242	8,927	6,383	8,944
MEDIAN SALARY	18,619	16,291	13,215	11,245	9,130		14,333	13,761	11,392	9,254	6,535	8,632
						9-10 MONTHS CONTRACT						
U. S. TOTAL												
NUMBER OF INSTITUTIONS	25	256	269	266	260	44	77	642	654	669	680	134
NUMBER OF INDIVIDUALS												
SALARIED	72	8,024	10,380	17,599	11,485	949	717	8,336	8,970	13,943	10,154	1,150
CONTRIBUTED SERVICES	1	100	81	155	69	1	60	1,083	912	1,399	7,507	48
MEAN SALARY	15,990	13,747	11,123	9,317	7,543	8,108	14,317	12,572	10,022	8,487	7,106	8,456
MEDIAN SALARY	15,238	13,423	11,006	9,319	7,547	7,946	14,625	12,467	10,078	8,561	7,170	8,422
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	230	146	130	126	88	24	522	290	235	214	164	57
NUMBER OF INDIVIDUALS												
SALARIED	667	1,888	1,437	1,749	849	426	781	2,065	1,464	1,827	1,225	892
CONTRIBUTED SERVICES	1	19	10	69	14	30	109	343	254	332	246	216
MEAN SALARY	18,821	16,440	13,877	10,852	8,671	12,492	15,352	12,921	10,729	8,981	7,085	9,647
MEDIAN SALARY	18,373	15,996	13,010	10,840	8,629	11,976	15,434	12,374	10,636	8,883	7,204	9,066

9-8.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

In other 4-year institutions with enrollments under 1,000

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	11	12	12	12	2	20	71	74	83	86	28
NUMBER OF INDIVIDUALS												
SALARIED	1	66	84	187	122	14	28	593	567	924	902	933
CONTRIBUTED SERVICES							15	149	84	174	120	5
MEAN SALARY		12,941	11,240	9,443	7,677		12,946	12,552	9,963	8,186	6,959	9,010
MEDIAN		12,800	10,890	9,295	7,571		13,000	12,524	9,663	8,258	6,951	8,802
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	10	1	3	3	2		66	45	36	29	27	19
NUMBER OF INDIVIDUALS												
SALARIED	10	10	15	18	11		89	336	174	222	231	138
CONTRIBUTED SERVICES			1	1	1		14	104	49	55	50	136
MEAN SALARY	14,789						14,709	13,902	11,485	9,582	7,568	11,869
MEDIAN	15,833						13,812	12,053	10,727	9,219	7,658	11,883
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		4	4	3	4		9	104	96	101	114	13
NUMBER OF INDIVIDUALS												
SALARIED		28	25	37	29		13	676	668	1,014	1,041	72
CONTRIBUTED SERVICES							18	175	137	167	173	6
MEAN SALARY							11,718	10,467	8,842	7,873	6,737	7,405
MEDIAN							8,750	10,285	8,932	7,934	6,836	7,000
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	1	1	1			91	70	56	42	30	6
NUMBER OF INDIVIDUALS												
SALARIED	3	3	11	1			105	344	178	199	115	19
CONTRIBUTED SERVICES							17	93	33	38	46	10
MEAN SALARY							13,299	10,879	9,828	8,316	7,191	6,266
MEDIAN							13,458	10,571	10,163	8,314	7,306	6,166
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	3	3	3	3	1	6	77	84	83	83	15
NUMBER OF INDIVIDUALS												
SALARIED	2	28	31	59	44	34	7	731	755	1,161	732	38
CONTRIBUTED SERVICES								25	18	24	6,588	2
MEAN SALARY							10,678	10,828	8,882	7,734	6,920	7,329
MEDIAN							10,500	10,804	8,977	7,889	6,702	7,000
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	3	1	2	2	1	75	33	25	22	18	5
NUMBER OF INDIVIDUALS												
SALARIED	4	6	9	11	18	5	83	185	93	108	113	39
CONTRIBUTED SERVICES							9	20	17	16	19	
MEAN SALARY							13,178	10,033	9,287	8,201	6,793	5,248
MEDIAN							13,318	9,944	9,365	8,037	6,693	4,650
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	9	5	5	4	1	10	91	53	56	92	10
NUMBER OF INDIVIDUALS												
SALARIED	1	37	33	71	21	1	15	383	401	570	391	48
CONTRIBUTED SERVICES							7	154	107	138	88	14
MEAN SALARY		14,510	11,445	9,332			11,403	11,549	9,001	7,844	6,742	6,791
MEDIAN		14,250	11,611	9,528			11,750	10,987	8,864	7,878	6,721	6,833
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	4	3	3	4	2	45	29	19	19	15	6
NUMBER OF INDIVIDUALS												
SALARIED	10	22	26	19	25	2	49	116	64	94	68	26
CONTRIBUTED SERVICES							9	38	19	30	12	2
MEAN SALARY	17,689						12,133	10,521	9,424	7,789	6,372	6,973
MEDIAN	16,833						11,650	10,312	8,800	7,777	7,066	7,000
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	83	24	23	23	4	45	383	389	323	335	66
NUMBER OF INDIVIDUALS												
SALARIED	4	199	173	354	216	49	63	2,303	2,391	3,670	3,066	483
CONTRIBUTED SERVICES							48	503	346	503	6,989	27
MEAN SALARY		12,937	10,884	9,218	7,621		12,073	11,243	9,092	7,902	6,847	8,611
MEDIAN		12,875	10,726	9,232	7,534		11,988	11,022	9,131	8,009	6,823	8,939
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	21	9	8	9	8	3	277	177	136	112	98	36
NUMBER OF INDIVIDUALS												
SALARIED	27	41	61	49	54	7	326	683	911	616	519	218
CONTRIBUTED SERVICES			1	1	1		45	215	118	139	123	148
MEAN SALARY	16,396	14,208	11,575	10,011	10,246		13,478	11,430	10,242	8,669	7,178	9,719
MEDIAN	16,500	14,397	11,357	10,329	10,646		13,272	11,284	10,075	8,442	7,334	8,611

H-C.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS WITH ENROLLMENTS OF 1,000 - 2,499

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	13	13	13	12		10	75	74	79	75	18
NUMBER OF INDIVIDUALS												
SALARIED	5	174	275	327	294		14	1,175	1,237	1,092	1,473	78
CONTRIBUTED SERVICES		2	5	1	2		7	172	162	241	178	1
MEAN SALARY		13,488	10,805	9,349	7,693		16,290	13,480	10,467	8,745	7,235	8,196
MEDIAN		13,003	10,734	9,295	7,690		17,000	13,412	10,577	8,778	7,339	7,800
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	12	6	4	6	3	1	43	23	15	15	14	2
NUMBER OF INDIVIDUALS												
SALARIED	16	107	65	90	30	12	62	261	179	250	160	2
CONTRIBUTED SERVICES		1	1				19	19	20	47	24	
MEAN SALARY	17,860	19,323		11,728			16,720	14,374	10,961	9,114	7,537	
MEDIAN	17,833	19,821		11,527			16,428	14,170	10,589	8,857	6,966	
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	8	11	11	11	2	11	99	101	101	102	18
NUMBER OF INDIVIDUALS												
SALARIED	1	72	186	250	217	3	12	1,438	1,457	2,302	1,794	196
CONTRIBUTED SERVICES			3	2	2		4	160	147	178	157	
MEAN SALARY		12,957	10,090	8,714	7,281		16,213	12,698	10,102	8,994	7,351	8,380
MEDIAN		13,392	9,900	8,692	7,328		17,000	12,456	10,119	8,622	7,411	8,404
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	6	7	8	7	4	1	66	28	26	31	20	8
NUMBER OF INDIVIDUALS												
SALARIED	7	42	48	29	15	7	86	209	188	251	189	62
CONTRIBUTED SERVICES		1		4	1		11	56	68	91	94	1
MEAN SALARY	17,300	14,754	11,714	10,353			15,556	11,387	9,390	7,754	6,120	8,607
MEDIAN	17,500	14,200	11,437	9,961			15,833	10,500	8,950	7,362	5,817	7,800
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		32	33	34	33	2	3	93	96	96	96	7
NUMBER OF INDIVIDUALS												
SALARIED		436	545	1,133	698	7	3	737	737	1,064	888	94
CONTRIBUTED SERVICES		3		5	8		1	44	49	81	30	
MEAN SALARY		11,887	9,887	8,439	7,030			11,169	9,112	7,886	6,718	7,805
MEDIAN		12,032	10,016	8,503	7,171			11,162	9,105	7,933	6,753	8,086
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	30	18	19	17	9	2	44	25	15	19	10	3
NUMBER OF INDIVIDUALS												
SALARIED	43	134	92	98	33	7	66	109	121	119	61	17
CONTRIBUTED SERVICES		1		2		4	4	2	2	7	5	
MEAN SALARY	17,054	14,708	11,776	9,922	8,763		14,900	12,898	10,688	8,866	6,678	
MEDIAN	17,083	14,760	12,047	9,894	8,964		15,153	12,875	10,671	8,844	7,089	
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	12	12	12	12	3	34	36	36	34	8	
NUMBER OF INDIVIDUALS												
SALARIED	2	144	192	313	242	3	536	566	826	465	28	
CONTRIBUTED SERVICES				8	3	2	36	32	92	58	5	
MEAN SALARY		12,480	10,471	9,032	7,535		12,517	9,621	8,206	7,030	7,475	
MEDIAN		12,181	10,561	9,023	7,506		12,493	9,727	8,209	7,031	7,800	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11	5	4	4	4	33	12	14	11	11	2	
NUMBER OF INDIVIDUALS												
SALARIED	13	19	19	13	6	40	214	148	147	66	218	
CONTRIBUTED SERVICES						7	23	16	37	19	67	
MEAN SALARY	16,876	13,461				15,438	10,510	12,061	9,454	6,201		
MEDIAN	16,875	13,500				15,250	10,117	12,812	9,058	5,428		
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	65	69	70	68	4	27	261	267	268	267	51
NUMBER OF INDIVIDUALS												
SALARIED	8	828	1,118	2,023	1,411	10	32	3,886	3,997	6,214	4,620	396
CONTRIBUTED SERVICES		5	8	14	15		14	421	398	559	421	6
MEAN SALARY		12,406	10,232	8,712	7,267		16,151	12,620	9,964	8,467	7,160	8,143
MEDIAN		12,372	10,323	8,709	7,338		16,666	12,583	10,044	8,526	7,233	8,183
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	59	36	35	34	20	4	176	83	73	77	55	15
NUMBER OF INDIVIDUALS												
SALARIED	79	302	224	230	84	26	254	798	636	767	476	299
CONTRIBUTED SERVICES		3	1	8	1	4	37	100	108	142	98	68
MEAN SALARY	17,810	16,271	12,985	10,733	8,592		15,651	14,483	10,701	8,696	6,679	9,125
MEDIAN	17,136	15,966	12,302	10,633	8,666		15,666	13,455	10,556	8,620	6,530	8,669

4-D.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS WITH ENROLLMENTS OF 2,500 - 4,999

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	22	22	22	22	2	3	27	27	27	28	5
NUMBER OF INDIVIDUALS												
SALARIED	2	778	1,056	1,319	857	9	13	594	680	1,130	670	27
CONTRIBUTED SERVICES		12	14	3				50	61	121	41	14
MEAN SALARY		13,708	11,125	9,415	7,872			14,015	11,114	9,170	7,503	8,853
MEDIAN		13,531	10,981	9,419	7,878			13,771	10,928	9,202	7,562	7,950
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	18	8	4	5	4		26	7	9	7	8	1
NUMBER OF INDIVIDUALS												
SALARIED	52	33	22	41	24		63	102	120	156	147	1
CONTRIBUTED SERVICES				4	2		13	28	27	46	21	
MEAN SALARY	18,817	16,751		11,262			17,155	14,451	11,425	9,489	7,641	
MEDIAN	18,800	17,041		11,055			16,633	14,388	11,314	9,450	7,605	
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	15	15	16	15	2		11	11	11	11	1
NUMBER OF INDIVIDUALS												
SALARIED	3	344	443	838	772	22		327	332	506	274	2
CONTRIBUTED SERVICES		5	7	6	4	1	1	24	33	34	14	
MEAN SALARY		12,812	10,605	9,248	7,874			13,587	10,579	8,834	7,230	
MEDIAN		12,684	10,630	9,286	7,816			13,321	10,623	8,861	7,346	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	16	8	8	6	4	1	12	7	5	4	4	1
NUMBER OF INDIVIDUALS												
SALARIED	39	85	53	74	49	4	26	84	130	204	57	38
CONTRIBUTED SERVICES		1					5			1		
MEAN SALARY	18,992	14,864	11,888	10,576			16,725	12,772	11,549			
MEDIAN	18,722	14,843	11,875	10,451			16,200	12,710	11,793			
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	25	25	25	25	5		9	9	9	9	3
NUMBER OF INDIVIDUALS												
SALARIED	12	547	585	1,353	1,009	27		283	205	357	315	18
CONTRIBUTED SERVICES		1		11				2	2	3		
MEAN SALARY		11,985	10,041	8,413	7,083	7,030		11,685	9,666	8,169	6,865	
MEDIAN		12,037	10,028	8,497	7,155	6,766		11,534	9,669	8,212	6,845	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	17	17	16	15	11	5	7	3	2	3	2	
NUMBER OF INDIVIDUALS												
SALARIED	90	167	104	125	50	33	21	24	14	30	14	
CONTRIBUTED SERVICES		2		9	2	8						
MEAN SALARY	17,841	14,315	11,650	10,083	8,897	10,819	16,866					
MEDIAN	17,411	14,096	11,964	10,137	9,043	9,833	17,166					
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	13	13	13	13	1	1	10	10	10	9	1
NUMBER OF INDIVIDUALS												
SALARIED	1	284	405	685	395	3	4	127	206	308	143	3
CONTRIBUTED SERVICES		1	1	3	6		2	43	36	71	26	
MEAN SALARY		13,165	10,815	9,244	7,535			11,594	9,690	8,301	6,872	
MEDIAN		12,875	10,669	9,284	7,518			11,696	9,625	8,413	6,885	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	9	6	5	4	1		9	6	5	5	1	1
NUMBER OF INDIVIDUALS												
SALARIED	31	27	14	8	6		21	41	26	33	7	2
CONTRIBUTED SERVICES							3					
MEAN SALARY	17,727	17,136	13,733				15,298	13,260	11,168	9,937		
MEDIAN	17,962	16,900	13,400				15,375	13,233	10,800	9,833		
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	7	75	75	76	75	10	4	57	57	57	57	10
NUMBER OF INDIVIDUALS												
SALARIED	18	1,053	2,489	4,195	3,033	61	17	1,251	1,423	2,301	1,402	50
CONTRIBUTED SERVICES		19	22	23	10	1	3	119	132	229	81	19
MEAN SALARY	14,983	12,992	10,727	9,031	7,566	7,910		13,258	10,574	8,824	7,242	8,547
MEDIAN	15,383	12,861	10,685	9,054	7,569	7,681		12,997	10,527	8,861	7,330	8,500
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	40	37	33	30	20	6	54	23	21	19	15	3
NUMBER OF INDIVIDUALS												
SALARIED	172	312	193	248	126	37	131	293	292	422	225	41
CONTRIBUTED SERVICES		3		13	4	8	17	28	27	49	21	
MEAN SALARY	17,993	14,931	12,857	10,477	8,612	10,765	16,726	13,322	11,354	9,755	7,684	
MEDIAN	17,891	14,893	12,170	10,425	8,644	9,833	16,469	13,068	11,382	9,743	7,612	

4-E.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS WITH ENROLLMENTS OF 5,000 - 9,999

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	16	16	16	13		1	11	11	11	11	3
NUMBER OF INDIVIDUALS												
SALARIED	6	850	1,240	1,626	769		5	498	567	829	482	7
CONTRIBUTED SERVICES		8	11	11	5		3	17	15	28	10	
MEAN SALARY		14,251	11,274	9,271	7,892			15,477	11,804	9,284	7,454	
MEDIAN		13,848	11,209	9,259	7,944			14,050	11,134	9,291	7,500	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11	3	1	1	1		6	1		2	2	1
NUMBER OF INDIVIDUALS												
SALARIED	36	11	1	1	1		30	4		2	3	13
CONTRIBUTED SERVICES							2					
MEAN SALARY	17,428						20,964					
MEDIAN	17,850						19,666					
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	21	22	22	22	7		4	4	4	4	2
NUMBER OF INDIVIDUALS												
SALARIED	3	862	1,120	2,094	1,921	58		159	209	207	128	8
CONTRIBUTED SERVICES	1	9	4	22	5			10	10	27	8	
MEAN SALARY		13,683	11,250	9,610	7,707	8,794						
MEDIAN		13,693	11,283	9,584	7,722	9,200						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	20	13	10	12	10	2	3	2	2	1		1
NUMBER OF INDIVIDUALS												
SALARIED	68	220	91	85	84	21	11	6	3	1		1
CONTRIBUTED SERVICES	1		1	1			2					
MEAN SALARY	19,437	16,807	13,530	11,111	9,525							
MEDIAN	19,545	16,107	13,289	11,196	9,527							
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	19	20	20	20	6						
NUMBER OF INDIVIDUALS												
SALARIED	1	907	1,128	1,824	1,417	35						
CONTRIBUTED SERVICES		6	8	45	16							
MEAN SALARY		12,575	10,487	9,034	7,138	8,963						
MEDIAN		12,304	10,408	8,876	7,155	9,611						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	20	19	19	18	13	4						
NUMBER OF INDIVIDUALS												
SALARIED	97	304	232	254	100	285						
CONTRIBUTED SERVICES		7	5	44	8	10						
MEAN SALARY	18,929	15,819	12,113	10,038	8,136							
MEDIAN	18,431	15,275	11,802	10,053	8,250							
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	19	20	20	20	5		2	2	2	2	1
NUMBER OF INDIVIDUALS												
SALARIED	12	894	1,194	2,108	1,147	70		57	51	110	55	2
CONTRIBUTED SERVICES		11	4	8	4			12	18	37	13	
MEAN SALARY		13,712	11,211	9,377	7,595	6,863						
MEDIAN		13,520	11,247	9,432	7,569	8,166						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	20	14	11	11	7	1	2	1				
NUMBER OF INDIVIDUALS												
SALARIED	85	144	113	150	125	1	6	1				
CONTRIBUTED SERVICES		1	1				6		1	4	4	
MEAN SALARY	18,449	15,454	13,562	11,044	8,873							
MEDIAN	18,868	16,207	13,552	11,428	8,990							
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	7	75	78	78	75	18	1	17	17	17	17	6
NUMBER OF INDIVIDUALS												
SALARIED	22	3,513	4,682	7,652	5,254	163	5	714	827	1,144	682	17
CONTRIBUTED SERVICES	1	34	27	84	30		3	39	43	109	31	
MEAN SALARY	14,912	13,542	11,063	9,336	7,548	8,001		15,108	11,599	9,286	7,440	9,164
MEDIAN	14,800	13,387	11,061	9,343	7,559	8,645		14,711	11,179	9,330	7,507	8,900
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	71	49	41	42	31	7	11	4	2	3	2	2
NUMBER OF INDIVIDUALS												
SALARIED	286	679	437	490	290	307	47	11	3	3	3	14
CONTRIBUTED SERVICES	1	8	7	45	8	10	10		1	4	4	
MEAN SALARY	18,707	16,080	12,791	10,533	8,764	12,736	21,809					
MEDIAN	18,892	15,790	12,760	10,611	8,891	12,150	20,700					

4-F.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN OTHER 4-YEAR INSTITUTIONS WITH ENROLLMENTS OF 10,000 AND OVER

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	3	3	3	3	3		3	3	3	3	1
NUMBER OF INDIVIDUALS												
SALARIED	9	352	424	757	194	611		155	283	455	329	4
CONTRIBUTED SERVICES		16	18	14	4			1	1	6	5	
MEAN SALARY												
MEDIAN												
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	2	1	1	1		3	2	2	2	2	1
NUMBER OF INDIVIDUALS												
SALARIED	8	283	205	306	46		19	10	11	11	2	20
CONTRIBUTED SERVICES												
MEAN SALARY												
MEDIAN												
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		7	7	7	7	3		1	1	1	1	
NUMBER OF INDIVIDUALS												
SALARIED		435	593	1,088	870	35		27	49	157	74	
CONTRIBUTED SERVICES		22	6	15	10							
MEAN SALARY		14,059	11,362	9,428	7,535							
MEDIAN		14,116	11,357	9,483	7,528							
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	7	5	5	4	4	2	1	1	1	1		
NUMBER OF INDIVIDUALS												
SALARIED	34	107	56	47	21	33	4	13	11	9		
CONTRIBUTED SERVICES		5	1	4								
MEAN SALARY	21,885	18,241	14,684									
MEDIAN	21,955	19,300	14,333									
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	3	4	4	4	1						
NUMBER OF INDIVIDUALS												
SALARIED	11	151	236	425	320	3						
CONTRIBUTED SERVICES												
MEAN SALARY												
MEDIAN												
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	4	4	4	3	2						
NUMBER OF INDIVIDUALS												
SALARIED	32	219	254	376	224	16						
CONTRIBUTED SERVICES						8						
MEAN SALARY	18,833											
MEDIAN	18,211											
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		5	5	5	5	1						
NUMBER OF INDIVIDUALS												
SALARIED		633	665	1,105	187	17						
CONTRIBUTED SERVICES		4		1								
MEAN SALARY		15,748	11,844	9,737	8,194							
MEDIAN		16,192	12,031	9,998	8,139							
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	4	3	2	1							
NUMBER OF INDIVIDUALS												
SALARIED	29	25	7	3	1							
CONTRIBUTED SERVICES												
MEAN SALARY	20,614											
MEDIAN	20,472											
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	18	19	19	19	8	4	4	4	4	4	1
NUMBER OF INDIVIDUALS												
SALARIED	20	1,571	1,918	3,375	1,571	666		182	332	612	403	4
CONTRIBUTED SERVICES		42	24	34	14			1	1	6	5	
MEAN SALARY		15,933	12,325	10,002	7,723	8,112						
MEDIAN		15,694	12,004	9,871	7,679	7,748						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	19	15	13	11	9	4	4	3	3	3	2	1
NUMBER OF INDIVIDUALS												
SALARIED	103	594	522	732	292	49	23	23	22	16	2	20
CONTRIBUTED SERVICES		5	1	4		8						
MEAN SALARY	20,681	17,987	14,080	11,285	8,331							
MEDIAN	20,892	18,386	14,224	11,472	7,875							

S-A.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	48	66	67	71	6	7	20	22	29	48	9
NUMBER OF INDIVIDUALS												
SALARIED	8	357	855	1,730	1,811	17	8	62	111	310	777	242
CONTRIBUTED SERVICES			1				3	34	12	13	90	19
MEAN SALARY		12,787	10,775	9,045	7,723	6,597	12,887	8,882	9,144	7,779	7,526	7,752
MEDIAN SALARY		12,782	10,661	8,938	7,637	6,500	12,000	8,850	9,265	7,909	6,962	7,759
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	42	7	13	8	6	4	35	6	7	9	9	3
NUMBER OF INDIVIDUALS												
SALARIED	65	28	79	59	84	9	45	12	20	17	174	6
CONTRIBUTED SERVICES			1				10	14	2	9	34	7
MEAN SALARY	15,184	12,074	12,141	10,071	8,634		12,918	8,984	9,212	7,901	8,087	
MEDIAN SALARY	15,150	13,200	11,954	9,859	8,536		12,812	9,000	9,500	7,812	7,864	
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	10	13	14	17	90	22	3	11	7	8	28	2
NUMBER OF INDIVIDUALS												
SALARIED	15	203	370	966	3,951	987	3	56	23	77	349	70
CONTRIBUTED SERVICES		2		4	2		4	11		2	51	26
MEAN SALARY	13,441	9,993	12,097	9,893	8,805	9,326		7,065	9,004	8,077	6,959	
MEDIAN SALARY	13,300	8,953	12,027	9,853	8,592	9,419		6,444	8,850	8,250	6,837	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	37	6	10	10	34	15	29	13	8	10	18	3
NUMBER OF INDIVIDUALS												
SALARIED	100	22	35	103	302	98	27	49	36	58	127	18
CONTRIBUTED SERVICES							7	1	4	6	28	6
MEAN SALARY	14,909	11,227	11,785	9,672	9,873	11,493	11,430	7,984	9,036	8,358	7,680	
MEDIAN SALARY	14,850	11,500	11,700	9,808	8,967	11,777	11,166	7,590	8,666	8,000	7,621	
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	9	20	20	28	69	11	7	22	10	10	37	8
NUMBER OF INDIVIDUALS												
SALARIED	11	398	193	552	2,253	668	9	231	54	104	556	207
CONTRIBUTED SERVICES	1		1		4		3	6	10	3	9	2
MEAN SALARY	11,292	9,213	9,715	8,526	7,383	8,326	8,044	6,967	7,751	6,930	6,260	6,780
MEDIAN SALARY	11,250	8,823	9,642	8,613	7,306	8,409	7,625	7,052	7,681	6,974	6,360	6,770
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	61	9	15	18	43	15	37	6	1	3	12	3
NUMBER OF INDIVIDUALS												
SALARIED	98	98	130	233	859	231	41	28	18	23	87	115
CONTRIBUTED SERVICES			2	1		4	2		1	7	7	10
MEAN SALARY	12,973	10,218	11,437	10,352	8,303	10,865	10,088	8,526			6,879	
MEDIAN SALARY	12,972	9,500	11,625	10,381	8,341	10,500	10,500	7,900			6,770	
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	6	28	24	25	109	26			4	5	6	3
NUMBER OF INDIVIDUALS												
SALARIED	7	989	561	800	6,996	2,248			11	37	128	19
CONTRIBUTED SERVICES		3	6		40	37			2	2	1	
MEAN SALARY	13,882	10,610	11,609	9,744	9,725	10,652				6,519	6,376	
MEDIAN SALARY	13,790	10,995	11,890	9,372	9,531	11,015				6,900	6,531	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	84	13	8	10	46	12	13	4	6	5	6	2
NUMBER OF INDIVIDUALS												
SALARIED	166	65	27	58	794	62	15	16	14	32	23	2
CONTRIBUTED SERVICES	1				1	1	1	1	1			
MEAN SALARY	15,754	12,100	13,481	11,432	11,071	12,651	9,889		7,934	6,001	5,387	
MEDIAN SALARY	15,750	12,928	12,500	10,888	11,140	12,363	8,750		8,166	5,761	5,382	
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	39	109	124	137	339	65	17	53	43	53	119	22
NUMBER OF INDIVIDUALS												
SALARIED	41	1,947	1,979	4,048	15,011	3,920	20	349	199	928	1,810	934
CONTRIBUTED SERVICES	1	5	8		48	39	10	51	24	22	151	47
MEAN SALARY	13,822	10,659	11,155	9,315	8,890	9,904	9,825	7,323	8,668	7,564	6,732	7,218
MEDIAN SALARY	13,983	10,741	11,052	9,143	8,484	9,992	8,333	7,220	8,663	7,888	6,720	7,204
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	244	35	46	48	125	46	110	29	22	23	45	11
NUMBER OF INDIVIDUALS												
SALARIED	429	213	221	431	2,019	400	128	105	88	128	411	141
CONTRIBUTED SERVICES	1		2	2	1	5	20	16	8	22	69	33
MEAN SALARY	14,836	11,140	11,834	10,313	9,637	11,312	11,249	8,332	8,298	7,387	7,550	8,080
MEDIAN SALARY	14,938	11,433	11,784	10,231	8,990	10,957	11,142	7,840	8,413	7,394	7,451	7,793

5-8.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS WITH ENROLLMENTS UNDER 500

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		2	6	6	8	1	3	10	10	14	24	3
NUMBER OF INDIVIDUALS												
SALARIED		7	40	26	67	1	3	28	34	77	243	16
CONTRIBUTED SERVICES							1	33	11	12	82	10
MEAN SALARY			9,487	9,277	8,408			8,010	8,908	7,158	6,814	
MEDIAN			9,545	9,375	7,966			8,714	8,790	7,442	6,809	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2		1	1	1	1	16	5	4	3	4	
NUMBER OF INDIVIDUALS												
SALARIED	2		1	1	4		16	11	11	18	36	
CONTRIBUTED SERVICES							9	14	2	0	34	7
MEAN SALARY							11,166	8,923				
MEDIAN							11,000	9,290				
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	6	2			28	2	3	6	3	3	15	1
NUMBER OF INDIVIDUALS												
SALARIED	7	48			344	5	3	47	8	22	126	3
CONTRIBUTED SERVICES		2					3	11			36	26
MEAN SALARY	11,928				7,896			6,508			6,815	
MEDIAN	11,250				7,890			5,964			6,766	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	10	1	1		6	1	14	9	4	5	10	2
NUMBER OF INDIVIDUALS												
SALARIED	10	7	1		46	1	14	32	15	22	63	9
CONTRIBUTED SERVICES							6	1	4	1	17	4
MEAN SALARY	11,924				8,710		10,494	8,470		7,137	7,592	
MEDIAN	11,790				8,714		10,333	8,100		7,142	7,525	
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	2		3	12		6	14	5	5	24	4
NUMBER OF INDIVIDUALS												
SALARIED	3	6		14	135		8	126	10	22	322	60
CONTRIBUTED SERVICES							3	5	0	3	9	2
MEAN SALARY					6,948		8,112	8,882	7,589	6,911	6,134	
MEDIAN					6,969		7,666	6,878	7,000	6,750	6,119	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	6	1		1	8	2	21	3	1	1	8	1
NUMBER OF INDIVIDUALS												
SALARIED	6	7		1	109	6	22	14	16	4	52	4
CONTRIBUTED SERVICES							8		1	7	7	10
MEAN SALARY	10,913				8,165		9,438				6,375	
MEDIAN	10,666				8,178		9,000				6,500	
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		2	3	2	13	1			1	2	3	3
NUMBER OF INDIVIDUALS												
SALARIED		8	13	5	224	9			1	17	16	19
CONTRIBUTED SERVICES									2	2	1	
MEAN SALARY					7,483							
MEDIAN					7,518							
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11				3		10	3	5	4	6	1
NUMBER OF INDIVIDUALS												
SALARIED	14				31		12	10	13	30	23	1
CONTRIBUTED SERVICES							1	1	1			
MEAN SALARY	11,471						8,478		7,383		5,307	
MEDIAN	12,000						8,900		8,083		5,382	
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	9	8	9	11	61	4	12	30	19	24	66	11
NUMBER OF INDIVIDUALS												
SALARIED	10	69	53	45	770	15	14	203	93	138	707	121
CONTRIBUTED SERVICES		2					9	49	22	17	128	47
MEAN SALARY	11,682	7,784	9,299	8,661	7,648		8,921	6,980	8,569	7,148	6,487	6,792
MEDIAN	11,800	7,450	9,410	8,600	7,588		7,750	6,833	8,863	7,368	6,541	6,887
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	39	2	2	2	18	3	61	20	14	13	28	4
NUMBER OF INDIVIDUALS												
SALARIED	32	14	2	2	190	7	66	67	57	71	174	14
CONTRIBUTED SERVICES							18	16	8	17	98	21
MEAN SALARY	11,682				8,267		9,959	7,031	7,490	6,670	6,438	
MEDIAN	11,857				8,241		9,879	7,794	7,166	6,863	6,577	

S-C.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS WITH ENROLLMENTS OF 500 - 999

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
SOUTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	10	14	14	14		1	8	9	10	14	4
NUMBER OF INDIVIDUALS												
SALARIED	1	32	63	170	138		1	31	44	137	267	56
CONTRIBUTED SERVICES								1	1	1	8	
MEAN SALARY		11,246	10,593	8,643	7,446			9,329	9,009	7,812	7,227	
MEDIAN		11,545	10,717	8,542	7,447			8,857	9,235	7,617	7,055	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	9	1	2	1	1		11	1	1	1		2
NUMBER OF INDIVIDUALS												
SALARIED	13	10	2	6	1		11	1	1	1		4
CONTRIBUTED SERVICES							1					
MEAN SALARY	15,208						15,013					
MEDIAN	14,875						14,500					
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	2		3	23	6		4	4	4	10	
NUMBER OF INDIVIDUALS												
SALARIED	2	56		73	602	144		8	19	53	182	
CONTRIBUTED SERVICES							1			2	15	
MEAN SALARY					8,697	8,597					6,905	
MEDIAN					8,391	8,312					6,783	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	19	1		2	8	3	7	3	2	3	0	
NUMBER OF INDIVIDUALS												
SALARIED	26	3		9	84	9	8	16	12	10	36	
CONTRIBUTED SERVICES							1			5	11	2
MEAN SALARY	13,873				8,502		11,337				8,107	
MEDIAN	14,800				7,678		11,000				7,923	
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	5	8	9	25	3	1	5	4	4	11	4
NUMBER OF INDIVIDUALS												
SALARIED	5	30	39	56	599	72	1	46	35	50	217	119
CONTRIBUTED SERVICES	1							1	1	2		
MEAN SALARY		7,406	9,316	8,569	6,993			6,944			6,468	
MEDIAN		6,200	9,318	8,527	7,084			6,666			6,551	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	20	3	8	7	19	4	12	1		1	3	1
NUMBER OF INDIVIDUALS												
SALARIED	32	41	19	32	328	20	13	1		3	17	24
CONTRIBUTED SERVICES												
MEAN SALARY	12,824		10,783	9,798	8,279		11,353					
MEDIAN	11,846		10,576	9,562	8,247		12,083					
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		2	1	3	14	5			2	2	1	
NUMBER OF INDIVIDUALS												
SALARIED		12	2	33	391	123			8	16	18	
CONTRIBUTED SERVICES												
MEAN SALARY					8,362	7,756						
MEDIAN					8,163	7,554						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11			1	6	4	2		1	1		
NUMBER OF INDIVIDUALS												
SALARIED	13			1	62	10	2		1	2		
CONTRIBUTED SERVICES												
MEAN SALARY	12,346				8,091							
MEDIAN	12,900				7,861							
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	7	19	23	29	76	14	2	17	18	20	36	8
NUMBER OF INDIVIDUALS												
SALARIED	8	130	134	332	1,730	339	2	85	104	268	684	175
CONTRIBUTED SERVICES	1						1	2	2	5	23	
MEAN SALARY	11,270	8,584	10,095	8,653	7,918	7,875		8,010	8,360	7,634	6,846	6,890
MEDIAN	12,800	8,250	10,235	8,542	7,714	7,376		8,069	8,280	7,643	6,758	6,815
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	59	9	10	11	34	11	32	9	4	6	9	3
NUMBER OF INDIVIDUALS												
SALARIED	84	54	21	48	475	39	34	18	14	29	53	28
CONTRIBUTED SERVICES							2			9	11	2
MEAN SALARY	12,992	8,305	10,791	9,914	8,312	8,936	12,457	7,029		8,817	8,393	
MEDIAN	13,307	8,190	10,576	9,708	8,121	8,187	12,250	6,285		8,950	8,343	

S-D.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS WITH ENROLLMENTS OF 1,000 - 2,499

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
SOUTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	3	22	29	30	31	2	3	2	3	4	9	2
NUMBER OF INDIVIDUALS SALARIED	7	136	352	710	642	4	4	3	29	41	260	171
CONTRIBUTED SERVICES			1									
MEAN SALARY		12,439	10,588	8,962	7,572						7,037	
MEDIAN		12,500	10,533	8,688	7,567						7,011	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	20	3	7	4	3	2	4		1		3	1
NUMBER OF INDIVIDUALS SALARIED	32	6	18	49	58	7	12		4		48	2
CONTRIBUTED SERVICES												
MEAN SALARY	14,854		12,159				12,866					
MEDIAN	14,875		12,166				13,000					
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	5	6	6	21	5		1		1	3	
NUMBER OF INDIVIDUALS SALARIED	3	43	85	117	1,122	170		1		2	41	
CONTRIBUTED SERVICES					1							
MEAN SALARY		10,147	10,289	8,741	8,797	8,987						
MEDIAN		9,562	10,681	8,637	8,594	9,031						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	14	2	5	4	10	6	3	1	2	2	2	
NUMBER OF INDIVIDUALS SALARIED	23	10	14	51	58	37	4	1	9	15	28	
CONTRIBUTED SERVICES												
MEAN SALARY	14,740		10,475		9,654	10,388						
MEDIAN	15,883		10,333		10,400	10,450						
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	9	7	11	23	5		3	1	1	2	
NUMBER OF INDIVIDUALS SALARIED	3	175	74	225	824	305		57	9	23	17	
CONTRIBUTED SERVICES					4							
MEAN SALARY		8,983	9,344	8,275	7,070	8,084						
MEDIAN		8,822	9,241	8,301	7,047	8,146						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	24	2	4	7	10	6	4	2		1	1	1
NUMBER OF INDIVIDUALS SALARIED	41	9	12	22	177	71	6	13		16	18	87
CONTRIBUTED SERVICES												
MEAN SALARY	13,891			9,964	7,666	10,394						
MEDIAN	12,766			9,500	7,647	10,166						
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	2	7	4	5	33	6			1	1	1	
NUMBER OF INDIVIDUALS SALARIED	2	226	29	80	1,441	257			2	4	23	
CONTRIBUTED SERVICES					10							
MEAN SALARY		8,303		8,200	8,370	9,917						
MEDIAN		8,285		8,000	8,049	9,364						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	30	5	1	3	16	1		1				1
NUMBER OF INDIVIDUALS SALARIED	40	27	1	6	69	2		6				1
CONTRIBUTED SERVICES												
MEAN SALARY	14,367	10,073			9,591							
MEDIAN	14,833	10,187			9,593							
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	8	43	46	52	108	18	3	6	5	7	15	2
NUMBER OF INDIVIDUALS SALARIED	15	580	500	1,132	4,029	736	4	61	40	70	341	171
CONTRIBUTED SERVICES			1		15							
MEAN SALARY	13,890	9,650	10,277	8,749	8,088	8,787		7,772	9,530	7,884	7,845	
MEDIAN	14,583	9,081	10,290	8,709	7,782	8,617		7,574	9,285	8,217	6,968	
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	88	12	17	18	39	15	13	4	3	3	6	3
NUMBER OF INDIVIDUALS SALARIED	136	52	45	128	362	117	22	20	13	31	94	98
CONTRIBUTED SERVICES												
MEAN SALARY	14,240	11,305	11,451	9,937	8,501	10,520	19,309				7,195	
MEDIAN	14,185	11,800	11,590	9,745	8,392	10,328	19,666				6,916	

S-E.--MEAN AND MEDIAN SALARIES OF INSTRUCTION AND RESEARCH STAFF, BY CONTROL, ACADEMIC RANK, LENGTH OF CONTRACT, AND REGION: 50 STATES AND THE DISTRICT OF COLUMBIA, 1967-68

IN 2-YEAR INSTITUTIONS WITH ENROLLMENTS OF 2,500 AND OVER

	PUBLIC						PRIVATE					
	DEANS	PROF	ASSOC	ASST	INSTR	OTHER	DEANS	PROF	ASSOC	ASST	INSTR	OTHER
NORTH ATLANTIC						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		14	17	17	18	3			1	1	1	
NUMBER OF INDIVIDUALS												
SALARIED		182	460	824	984	12			2	55	7	
CONTRIBUTED SERVICES												
MEAN SALARY		13,396	11,096	9,192	7,815							
MEDIAN		13,298	10,875	9,084	7,645							
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11	3	3	2	1	2	2		1	1	2	
NUMBER OF INDIVIDUALS												
SALARIED	18	12	8	3	1	2	4		4	1	90	
CONTRIBUTED SERVICES				1								
MEAN SALARY	15,859											
MEDIAN	15,950											
GREAT LAKES & PLAINS						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	1	4	8	8	18	9						1
NUMBER OF INDIVIDUALS												
SALARIED	3	56	325	776	1,883	668						67
CONTRIBUTED SERVICES					3	2						
MEAN SALARY			12,348	10,220	9,046	9,573						
MEDIAN			12,261	10,130	8,792	9,796						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	14	2	4	4	10	5	1					1
NUMBER OF INDIVIDUALS												
SALARIED	41	2	20	43	114	51	1					9
CONTRIBUTED SERVICES												
MEAN SALARY	16,695				11,308	12,650						
MEDIAN	16,983				11,333	12,681						
SOUTHEAST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS		4	5	5	9	3						
NUMBER OF INDIVIDUALS												
SALARIED		187	80	257	695	291						
CONTRIBUTED SERVICES			1									
MEAN SALARY			10,253	8,770	8,176							
MEDIAN			10,250	9,042	7,781							
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	11	3	3	3	6	3						
NUMBER OF INDIVIDUALS												
SALARIED	19	41	99	178	245	134						
CONTRIBUTED SERVICES			2	1		4						
MEAN SALARY	15,855				8,858							
MEDIAN	15,983				8,783							
WEST & SOUTHWEST						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	4	17	16	15	40	14					1	
NUMBER OF INDIVIDUALS												
SALARIED	5	743	917	682	4,940	1,859					71	
CONTRIBUTED SERVICES		3	8		30	37						
MEAN SALARY		11,354	11,843	9,942	10,328	11,012						
MEDIAN		11,961	12,081	9,598	10,409	11,428						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	32	8	7	6	21	7	1					
NUMBER OF INDIVIDUALS												
SALARIED	99	38	26	29	632	50	1					
CONTRIBUTED SERVICES	1				1	1						
MEAN SALARY	17,340	13,540	13,857	11,284	11,671	13,050						
MEDIAN	17,658	14,555	12,666	10,944	11,764	12,636						
U. S. TOTAL						9-10 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	5	39	44	45	94	29			1	1	2	1
NUMBER OF INDIVIDUALS												
SALARIED	8	1,168	1,322	2,539	8,482	2,830			2	55	78	67
CONTRIBUTED SERVICES		3	9		33	39						
MEAN SALARY	14,921	11,561	11,645	9,665	9,582	10,445						
MEDIAN	15,250	11,958	11,577	9,518	9,312	10,660						
						11-12 MONTHS CONTRACT						
NUMBER OF INSTITUTIONS	38	16	17	15	38	17	4		1	1	2	1
NUMBER OF INDIVIDUALS												
SALARIED	177	93	153	253	992	237	6		4	1	90	9
CONTRIBUTED SERVICES	1		2	2	1	5						
MEAN SALARY	16,800	13,084	12,121	10,572	10,948	12,179						
MEDIAN	16,680	13,630	12,010	10,563	10,748	12,144						

APPENDIX C: SURVEY REPORT FORM

OE 2300-3
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Budget Bureau No. 51-R567.1
Expiration Date 6-30-68

DEPARTMENT OF HEALTH EDUCATION, AND WELFARE

U.S. OFFICE OF EDUCATION

WASHINGTON, D. C. 20202

HIGHER EDUCATION GENERAL INFORMATION SURVEY
EMPLOYEES IN INSTITUTIONS OF HIGHER EDUCATION

Report for summer 1967 and fall 1967 terms
(Please return report to the Office of Education on or before November 1, 1967.)

Name and title of person completing this report _____

Area code, telephone no., and extension _____

Employees in institutions of higher education consists of seven schedules. Each of these schedules is complete within itself, including instructions and definitions. This enables more than one person or office to complete the separate schedules. Please return these schedules to the U.S. Office of Education on or before November 1 and not later than the November 15 closing date.

For the most part, salary data are published by the Office of Education only in totals and institutional aggregates. In addition, some data may be published with the institution identified. You may specify below, in terms of location on the schedules, those data items, if any, which may not be identified with your institution in Office of Education publications.

Schedule Number	Column Number	Line Number
_____	_____	_____
_____	_____	_____
_____	_____	_____

Remarks: _____

Please examine the definitions and instructions. If you need additional clarification on any of the items, please call Mr. Richard M. Beazley, 962-6526, area code 202, in Washington, D. C.

INSTRUCTIONS AND DEFINITIONS

SCHEDULE II. - SALARIES OF FULL-TIME FACULTY, FALL 1967

1. Report only full-time faculty whose primary function is resident instruction, departmental research, or organized research, and report each person only once. Primary function is defined here as the assignment in which the faculty member spends the most of his time. If two or more functions occupy equal time, include the person according to the position at the highest level.

2. All colleges or schools of the institution should be included, except medical schools. No data are requested in this schedule on pre-clinical or clinical medical faculty.

3. Report as of fall 1967 on these three categories:

   a. In item 1. Faculty paid a salary (base salary excluding fringe benefits and payments in kind) wholly or principally by or through the institution by (1) the appropriate salary interval, (2) academic rank, and (3) by contract period (9-10 or 11-12 months).

   b. In item 3. Faculty who (1) contribute their services (e.g., members of religious organizations), (2) are paid wholly or principally from other sources (e.g., military, Department of Defense), or (3) are on sabbatical leave should be reported under "contributed services", sabbatical leave, and "salaried by other sources" personnel.

   c. In item 4. The mean (arithmetic mean or average) salaries should be determined by adding the individual salaries in each particular rank and contract period and dividing by the total number of entries in the salary intervals for that rank and contract period.

4. Include the following:

   a. Consultants with academic rank who serve on a continuing basis,

   b. Faculty for Saturday and evening classes not classified as extension,

   c. Coaches if their primary function is instruction,

   d. Supervisory, demonstration, or "critic" teachers (in institutions providing training for elementary or secondary teaching) who are teaching college level courses to student-teachers and are paid wholly or principally by your institution.

   Exclude the following:

   a. All non-professional personnel,

   b. Professional personnel whose primary function is NOT resident instruction, departmental research, or organized research.

5. Columnar instructions:

   a. Include in the column "Academic Deans" only deans; that is, do not include associate or assistant deans. The associate or assistant deans should be included in the other columns according to their individual rank. Administrative Deans, Dean of Admissions, Dean of Summer Session, etc., should not be included.

   b. Persons who do not hold the exact titles of professor, associate professor, assistant professor, or instructor, but who hold comparable positions, should be classified according to the rank of the corresponding position. Please equate titles, such as Director of Research, Associate Director of Research, Assistant for Research, Adjunct Professor, etc., to the comparable faculty rank if possible. If not possible, see paragraph 5d. below.

   c. Junior staff are teaching fellows, teaching assistants, research assistants, junior instructors, or other persons below the rank of instructor.

   d. Other academic faculty are persons who: 1) have no faculty rank, but teach courses, or 2) hold a full-time professional position in instruction or research that cannot be equated to a faculty rank.

6. If your institution does not have a medical school, the total reported in items 2 and 3 of this Schedule II should equal the total reported in column (3), items 1 a. and 2 a. of Schedule I, Part A. If your institution does have a medical school, the difference in count between the parts of the two schedules should be the number of full-time professional staff in the medical school.

SCHEDULE IV. BASIC CONTRACT SALARIES OF SELECTED ADMINISTRATORS, 1967-68

1. In event your institution has separately administered campuses with more than one administrator responsible for a given administrative function listed below, report the salary of the highest paid administrator for this function.
2. List the salary of an administrator only once even though he may be responsible for more than one of the 34 administrative functions listed below (or even for functions not listed below). List him by his primary administrative function, considered to be most important to the institution.
3. Administrative functions are grouped in six major categories for convenience in reporting here: General, Academic, Student Services, Development and Public Relations, Business, and Intercollegiate Athletics.
4. Report only the basic contract salary in whole dollars. Do not include fringe benefits or other increments.
5. If an administrator contributes his services (e.g., is a member of a religious order), write "CS" instead of salary in the appropriate column.
6. Where title is not correct in column 3, please write in the correct title. Enter DASH in salary columns where no salary entry is made to indicate that the reporting cell has been considered. In columns (6) and (7) indicate the sex of the incumbent.
7. The Chief Librarian's (Library Director) salary has been requested on Schedule III and therefore is not requested here.

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INSTITUTION NAME ABBREVIATE [redacted] INSTITUTION CODE [redacted] FOR OE USE ONLY [redacted] SCHED 07 [redacted]

SCHEDULE II SALARIES OF FULL TIME FACULTY, FALL 1967 (PLEASE REFER TO INSTRUCTIONS)

1. SALARY INTERVALS (1)	5 NUMBERS OF PERSONNEL							
	ACADEMIC DEANS		PROFESSORS		ASSOCIATE PROFESSORS		ASSISTANT PROFESSORS	
	9-10 MOS (2)	11-12 MOS (3)	9-10 MOS (4)	11-12 MOS (5)	9-10 MOS (6)	11-12 MOS (7)	9-10 MOS (8)	11-12 MOS (9)
$36,000 AND OVER	1							
35,000 - 35,999	2							
34,000 - 34,999	3							
33,000 - 33,999	4							
32,000 - 32,999	5							
31,000 - 31,999	6							
30,000 - 30,999	7							
29,000 - 29,999	8							
28,000 - 28,999	9							
27,000 - 27,999	10							
26,000 - 26,999	11							
25,000 - 25,999	12							
24,000 - 24,999	13							
23,000 - 23,999	14							
22,000 - 22,999	15							
21,000 - 21,999	16							
20,000 - 20,999	17							
19,000 - 19,999	18							
18,000 - 18,999	19							
17,000 - 17,999	20							
16,000 - 16,999	21							
15,000 - 15,999	22							
14,000 - 14,999	23							
13,000 - 13,999	24							
12,000 - 12,999	25							
11,000 - 11,999	26							
10,000 - 10,999	27							
9,000 - 9,999	28							
8,000 - 8,999	29							
7,000 - 7,999	30							
6,000 - 6,999	31							
5,000 - 5,999	32							
4,000 - 4,999	33							
UNDER 4,000	34							
7 TOTAL SALARIED PERSONNEL (SUM OF THE ABOVE)	35							
8 "CONTRIBUTED SERVICES" SABBATICAL LEAVE, AND "SALARIED BY OTHER SOURCES" PERSONNEL	36							
9 MEAN SALARIES (SUM OF SALARIES ÷ NO. OF SALARIED PERSONNEL)	37							

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INSTITUTION NAME ABBREVIATE [redacted] INSTITUTION CODE [redacted] FOR OE USE ONLY SCHED [redacted] 07 [redacted]

SCHEDULE II. SALARIES OF FULL TIME FACULTY, FALL 1967 (CONTINUED)

I. SALARY INTERVALS	6	NUMBERS OF PERSONNEL					
		INSTRUCTORS		JUNIOR STAFF		OTHER ACADEMIC FACULTY	
		9-10 MOS.	11-12 MOS.	9-10 MOS.	11-12 MOS.	9-10 MOS.	11-12 MOS.
$36,000 AND OVER	1						
35,000 - 35,999	2						
34,000 - 34,999	3						
33,000 - 33,999	4						
32,000 - 32,999	5						
31,000 - 31,999	6						
30,000 - 30,999	7						
29,000 - 29,999	8						
28,000 - 28,999	9						
27,000 - 27,999	10						
26,000 - 26,999	11						
25,000 - 25,999	12						
24,000 - 24,999	13						
23,000 - 23,999	14						
22,000 - 22,999	15						
21,000 - 21,999	16						
20,000 - 20,999	17						
19,000 - 19,999	18						
18,000 - 18,999	19						
17,000 - 17,999	20						
16,000 - 16,999	21						
15,000 - 15,999	22						
14,000 - 14,999	23						
13,000 - 13,999	24						
12,000 - 12,999	25						
11,000 - 11,999	26						
10,000 - 10,999	27						
9,000 - 9,999	28						
8,000 - 8,999	29						
7,000 - 7,999	30						
6,000 - 6,999	31						
5,000 - 5,999	32						
4,000 - 4,999	33						
UNDER 4,000	34						
2. TOTAL SALARIED PERSONNEL (SUM OF ABOVE)	35						
3. "CONTRIBUTED SERVICES" SABBATICAL LEAVE AND "SALARIED BY OTHER SOURCES" PERSONNEL	36						
4. MEAN SALARY (SUM OF SALARIES ÷ BY SUM OF SALARIED PERSONNEL)	37						

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	9	ADMINISTRATIVE FUNCTION	EXAMPLE OF TITLE OF CHIEF ADMINISTRATOR	ANNUAL SALARY RATE	"X" APPROPRIATE COL
1		GENERAL ADMINISTRATION CHIEF, GENERAL ADMINISTRATION	PRESIDENT		
2		ASSOCIATE, GENERAL ADMINISTRATION	EXECUTIVE VICE-PRESIDENT		
3		INSTITUTIONAL STUDIES	DIRECTOR		
4		PLANNING	DIRECTOR		
5		ACADEMIC ADMINISTRATION CHIEF, ACADEMIC ADMINISTRATION	DEAN OR VICE-PRESIDENT		
6		AUDIOVISUAL	DIRECTOR		
7		EVENING SCHOOL	DIRECTOR		
8		EXTENSION (INCLUDING ADULT)			
9		GRADUATE PROGRAM	DEAN		
10		ORGANIZED RESEARCH	ADMINISTRATOR		
11		SUMMER SESSION(S)	DIRECTOR		
12		STUDENT SERVICES ADMINISTRATION CHIEF, STUDENT SERVICES ADMINISTRATION	DEAN OF STUDENTS		
13		ADMISSIONS	DIRECTOR		
14		COLLEGE UNION (STUDENT UNION)	DIRECTOR		
15		FOREIGN STUDENT AFFAIRS	DIRECTOR OR ADVISOR		
16		REGISTRATION AND RECORDS	REGISTRAR		
17		STUDENT AID	DIRECTOR		
18		STUDENT HEALTH	DIRECTOR		
19		STUDENT SERVICES FOR MEN	DEAN OF MEN		
20		STUDENT SERVICES FOR WOMEN	DEAN OF WOMEN		
21		DEVELOPMENT AND PUBLIC RELATIONS ADMINISTRATION CHIEF, DEVELOPMENT AND PUBLIC RELATIONS ADMINISTRATION	VICE-PRESIDENT FOR DEVELOPMENT		
22		ALUMNI	SECRETARY		
23		DEVELOPMENT (FUND-RAISING)	DIRECTOR		
24		PLACEMENT SERVICES	DIRECTOR		
25		PUBLIC RELATIONS (INFORMATION)	DIRECTOR		
26		CHIEF, BUSINESS ADMINISTRATION	BUSINESS MGR. OR VICE-PRES.		
27		BUSINESS ADMINISTRATION BOOKSTORE	MANAGER		
28		BUDGETING MANAGEMENT	BUDGET OFFICER OR CONTROLLER		
29		FOOD SERVICES	DIRECTOR		
30		HOUSING	DIRECTOR		
31		NONACADEMIC PERSONNEL	DIRECTOR		
32		PHYSICAL PLANT	DIRECTOR		
33		PURCHASING	AGENT		
34		INTERCOLLEGIATE ATHLETICS	DIRECTOR		
35					
36					
37					

EMPLOYEES IN INSTITUTIONS OF HIGHER EDUCATION

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